LEATHER and SHOES

The International Shoe and Leather Weekly

JUNE 23, 1951



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Hydrochloric Acid HCl + Water (Muriatic Acid)	Liquid	18° Be (27.92%) 20° Be (31.45%) 22° Be (35.21%)	Carboys Tank Trucks Tank Cars	Drenching skins; chrome tanning leather.	
Oxalic Acid C2H2O4 • 2H2O	Colorless Crystals	99.5% C_H_O4 • 2H_O	Multiwall Paper Bags Fibre Drums	Bleaching leather.	
Aqua Ammonia NH ₄ OH + Water (Ammonia)	Colorless Liquid	26° Be (29.4% NH ₃)	Carboys Steel Drums	Neutralizer and detergent.	
Ammonium Alum Al ₂ (SO ₄) ₃ • (NH ₄) ₂ • SO ₄ • 24H ₂ O	Crystals (Various sizes)		Multiwall Paper Bags Fibre Drums	Dyeing and tanning leather; treating fur.	
Aluminum Sulfate Al ₂ (50 ₄) ₃ • 14H ₂ O Approx. (Alum)	Commercial & Iron Free Lump; Ground; Powder	17.25% Al ₂ O ₃	Multiwall Paper Bags Fibre Drums Bulk Carloads	Tanning leather.	
Potassium Alum Al ₂ (SO ₄) ₃ · K ₂ SO ₄ · 24H ₂ O	Crystals (Various sizes)		Multiwall Paper Bags Fibre Drums .	Dyeing and tanning leather; treating fur.	
Sodium Bisulfite, Anhydrous Na ₂ 5 ₂ 0 ₅ Sodium Metabisulfite)	White Powder	97.5% Na ₂ S ₂ O ₅ (Equiv. 65.5% SO ₂)	Multiwall Paper Bags Fibre Drums	Soaking; deliming; chrome tanning leather.	
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Sodium Fluoride NoF	White Powder	90% NaF 95% NaF	Fibre Drums Barrels	Antiseptic.	
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*When removing shoe, last shortens ½ to ½ of an inch

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LEATHER and SHOES

ESTABLISHED 1890

Vol. 121

June 23, 1951

No. 25

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LEATHER and SHOES, The International Shoe and Leather Weelty, published weekly, Copyright 1951, by The Rumpf Publishing Co., 300 West Adams Sr., Chicago & Ill. Cable address: HIDELEATH, Subscription price: United States, \$5.00; Canada, \$6.00; Foreign, \$7.00. Single copies, 15c; back copies, 30c. Entered as second cless matter Jan. 19, 1948, at Chicago, Ill., under Address Additional entry at Section. NOTICE TO \$108 SCRIBERS: If you change your address, please notify us important to the complex property of the complex of the complex property of the complex property. After that copies will be returned undelivered.

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This column invites the opinions of all L&S readers.

Now Is The Time

Sirs:

Your recent editorial, "Make with the Muscles," must have pointed the way even to the die-hards by putting the "handwriting on the wall" in a language that should be universally understood by all that depend upon the manufacture of leathers for their livelihood.

With the prospective advent of the all-neolite shoe comes an ominous threat to the final bastion, so securely defended for these many years by the now out-dated war cry of "Nothing Takes the Place of Leather!" Thus far it has been very efficiently demonstrated that something has done just that in the case of soles, regardless of our undying devotion to leather.

Ultimately we deal with a consuming public where final judgment is to be passed. However, how much do we "talk" to the general public about leather? By "talk" I mean communication through regular mediums of advertising, such as television, radio, and general publications.

Most of the splendid things said about leather have been in conjunction with conversations between tanners and members of the allied trades. We are all agreed that it is great, but it's high time the industry united and presented a solid front through the medium of educational publicity. This should be done to arouse the public, not by any misrepresentation but by simple, well-timed, factual statements to the advantages of protecting one's feet with naturally breathing material such as leather, which alone is the only proven material from the standpoint of foot health.

New is the time for the leather industry to get their collective heads together, invest some of the surplus (while it lasts), and follow the example set forth by other industries and join in a good stiff fight to insure continuance of its existence.

HAROLD SABEAN Sales Manager

Atlas Refinery, Inc. Newark, N. J.

HOW RED THE SHOE UNIONS?

Note to USWA: Good intentions are no excuse for inaction

AST October, at its annual convention, the United Shoe Workers of America, CIO, passed a resolution condemning Communism inside or outside of their union. This union, claiming a membership of 50,000, also went on record earlier as being opposed to any of its locals observing the annual Communist May Day by participating in the parades or ceremonies.

Yet, despite this ruling, a share of the membership of metropolitan New York's Joint Council 13, largest and most powerful local of USWA, went ahead and paraded May Day, anyhow. This time they did so as "independent" members rather than as "official" members of Local 13. But up to this year, Local 13 has given official sanction to every May Day and has faithfully participated in the parades along with all other Commie

groups

Head of Local 13 is Isadore Rosenberg, whose Commie-line activities have been vigorous for years. Rosenberg apparently has an iron grip over his local. Why does Rosenberg continue to get away with his "independence" of national USWA policies? It is interesting to note that his local contains a claimed membership of 12,000 members, a fourth of the total national membership, and also has the biggest treasury, an estimated \$600,000, reported to be more than in the national treasury. If national headquarters evicted Rosenberg and his local from USWA, this would obviously deal a severe blow, financially and in membership, to the national. Is it possible that here may lie the reason why the national, opposed as it is to Communist-line activities and demonstrations by any of its locals, is willing to make the compromise and swallow the bitter pill? If that is so, then USWA has lost a lot of its moral guts.

Though USWA as a national body is strongly opposed to Communism, it continues to tolerate its Communist-line bedfellows. While its current leadership is firmly anti-Communist, and its opposition to Communism is sincere, there is still enough red in-

Land S Editorial

Reprints available at nominal costs: Up to 100, 10c each; 200-500, 5c each; 1009-3000, 2½c each; 5000 or over, 1½c each.

fluence in USWA, spotted strategically, to keep the non-reds red-faced.

Three years ago, the editor of LEATHER AND SHOES asked the late Rocco Franceschini, then president of USWA, if there were any Commie officials in his union. He replied flatly, "No, positively." But he was either gullible or wilfully blind to the facts. He was for six years secretary-treasurer of Rosenberg's Joint Council 13. In 1944, he ran for State Senator in New York on the ticket of the American Labor Party. a notorious Commie-line political organization, and was defeated. He has been praised by the Free Italy Council, which may be identical with the Free Italy Society, listed as a subversive organization. By his record one can be reasonably certain that he was amenable to playing ball with the radical left.

Violate Freedom

The Commies have long been intent on grabbing the reins of USWA. At times, their actions have out-Sovietized Stalin, himself. For example, a little more than a decade ago, one of the locals of USWA required all applicants for membership to sign an application which contained the following statement: "That my loyalty to the United Shoe Workers of America shall never in any way be interfered with by any allegiance that I may now or hereafter may owe to any other organization, social, political, secret or otherwise." This gross violation of American constitutional freedom was later stricken out. But it was indicative of the desire and intent of the Commies in USWA to strangle its membership.

Joint Council 13, a red-line stronghold of USWA, illustrates how democracy works in such a union. In the recent elections of this union, held March 20, 1951, the members of this union were given chance to vote only for Isadore Rosenberg as Manager, and only for Fileno De Novellis as Secretary-Treasurer. There was only one candidate for office of Local Coordinator: Anthony Scimeca. It's interesting to note that this gentleman was once a candidate, unsuccessfully, for the office of State Assemblyman for New York — on the American Labor Party ticket. It is indeed strange how politically ambitious some labor officials can become.

Up until recently, legal counsel for USWA was Lee Pressman, who only a few months ago admitted he was once a member of the U. S. Communist Party while he held influential government posts. Pressman was also legal counsel for the red-led International Fur & Leather Workers Union.

Another attorney for USWA was Harry Sachar, one of the lawyers who defended the infamous Red Eleven in their recent trial for conspiracy to overthrow the U.S. government. Sachar grew rich defending Communists and party causes, earned well over \$60,000 a year. He served as counsel for several labor unions, including USWA, which paid him a minimum of \$6,000 annually. National headquarters fired Sachar as its counsel in 1949. However, Counterattack, noted anti-Communist publication, states that Sachar "is still counsel for the United Shoe Workers Joint Council 13, controlled by Communist Julius Rosenberg.

USWA today has wiped much of the past red smirch from its face. Its sincere efforts have accomplished much in this direction. But until it shows the moral guts to sever relations with remaining Commie-line elements in its locals, regardless of sacrifice, we cannot condone its inaction for its good intentions.

(Note: Next week a second editorial on Communist influence in USWA will follow.)

They're all Allergie ...to Vapor

They just cam't take it:

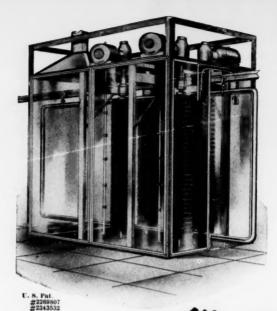
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CHEMISTS' Convention Number

ANNUAL MEETING



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The Hotel Griswold, Groton, Conn., where, on June 11-13, the 1951 Annual Meeting of the American Leather Chemists Association was held.

400 LEATHER CHEMISTS MEET

Record crowd at American Leather Chemists Convention

Mearly 400 members and guests, plus more than 100 women, attended the 47th Annual Meeting of the American Leather Chemists Association, held at Groton, Conn. June 11-13. The meeting was highlighted by the technical sessions and the reading of some 22 papers introduced for the first time over the three-day period. The meetings were reported to be the most heavily attended in years.

This year, no Alsop award was made. However, the first Ade Winheim Memorial Award, given to the leather chemistry student presenting tion of the award was made by Mrs. Winheim. Dr. Tu was born in Harbin, Manchuria, where he attended high school and college. He came to the U. S. in 1943, attended Oberlin University and Harvard, received his Ph.D. in leather chemistry at the University of Cincinnati.

With the exception of three new Councilors, no new officers were elected this year. The new Councilors are M. Windus, Robert Hobbs, and James Morrison. In the golf tournament, the Teas Memorial Cup went to James Morrison with a low gross of 81; J. Pfeiffer, with a low net of 71, won the P. F. Reilly Cup; and K. Garverick, with a low net open of 61, took the Cuthbert Memorial Cup.

The meeting was almost completely dominated by the technical sessions. This is the second consecutive year that the same interesting comments have arisen regarding these sessions.

(Continued on Page 54)

-L and S-

1952 ALCA Meeting

The 48th Annual Meeting of the American Leather Chemists Association will be held next June at the Ocean House, Swampscott, Mass., a large resort hotel on the Atlantic seaboard, about 15 miles north of Boston. The official dates have not yet been released.

-L and S-

the most outstanding paper contributing to the science of leather chemistry, went to Dr. Shu Tung Tu, now affiliated with Tanexco, Inc., Chicago. The award was given to Dr. Tu for a paper dealing with a "Concept of the Mechanism of Tannages of Phenol Substances." The presenta-

I WINHEIM MEMORIAL AWARD



Dr. Shu Tung Tu of Tanexco, Inc., receiving the first Winheim Memorial Award. Mrs. Ade Winheim, widow of Ade Winheim, presents the award, as J. H. Highberger, who introduced the award winner, looks on.

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PROGRESS REPORT

The growth of ALCA over the past decade has been significant

By Robert M. Koppenhoefer

President

American Leather Chemists Association

OR many years now we have conducted no "business meeting" during our annual session. This year time has been given over to certain important matters upon which the membership must take action.

It is not my purpose, at this time, to discuss with you any of the technical aspects of the leather industry or the manner in which the technical representatives of the industry can more effectively solve many of the problems with which we are now faced. Rather, at this time, am I going to attempt to make you more familiar with your Association and with the affairs of the Association over the past year.

I took occasion the other evening to review the Journals of ten years ago and to note the growth of the Association since our meeting in Columbus in 1941. At that time, we totalled 494 members, of which 235 were active, 211 associate and 48 mutual. Our most recent accounting lists 957 members, representing 47 states and 27 foreign countries. Thus in the last ten years, our membership has increased 100 percent.

This growth, in spite of the difficulties which the industry has faced from aggressive competition and from artificial economic factors, is truly remarkable. In the matter of finances, our position has been likewise improved. Our income in 1950, from both the General Account and the Journal was \$27,090. Our expenses during the past year were \$25.838, leaving a net to surplus of \$1,252. Comparing this with 1941



when our income was \$15,421 and our expenses \$13,433, you will note that not only in membership have we progressed but in ability to transact our affairs. Our 1951 budget lists a tentative income of \$26,378 and prospective expenses of \$26,375, leaving a net to surplus of \$3.00. Our present surplus or net assets are \$37,225 compared with \$8,870 ten years ago.

These results attest to a policy adopted ten years ago of turning over our business affairs to those members skilled through experience in this activity. It attests to the hard work of Al Schiller and Howard Lincoln and to the present Chairman of the Ways and Means Committee, John Teas.

Our Association is perhaps alone among technical societies in that we have not made any changes in our assessments or dues to members for the past 25 years. Our expenses of operation of the Secretary's Office, and particularly in the Journal, have increased as the value of the dollar decreased and the membership became larger. Today, we are not recovering from our dues the cost of publication of the Journal which is now somewhat over \$1.00 per copy. Certain groups have legitimately found it expedient to join the Association as associate members in order to save on the Journal subscription. This fact, plus the fact that our operations during this coming year may represent a deficit, has prompted Council to consider means of increasing revenues. If the new By-Laws are approved, it is the intention of Council to act on a \$2.00 per year increase in dues. We believe this modest increase will permit continued operation at present levels.

Passing on to what I regard as the most important phase of our activity, the work of our technical committees, I would like to say that, in this respect, we have not progressed nor has the same spirit been shown by our membership as a whole. The strength of the organization, the very purpose for its existence, lies in the progress of the work of these technical committees. In other technical societies, with which I have been associated, the membership has supported these

(Continued on Page 53)

NPA's LEATHER PROGRAM

If shortages occur, much will depend upon the leather chemist

By Edwin R. Lobaugh

Leather and Leather Products Division

National Production Authority

AM speaking as a representative of the Leather & Leather Products Division of the National Production Authority (NPA), which as you know, is one of the agencies charged under the Defense Production Act of 1950 in the organization of our national defense program. NPA is concerned with virtually all matters pertaining to the production and distribution of materials for military and essential civilian needs.

Our particular problem in the Leather & Leather Products Division is to assure the fulfillment of military procurement schedules for such items as footwear and other leather products. Also, to plan as far as possible, the equitable distribution of raw material supplies and production facilities for the production of our special commodities.

Close Cooperation Needed

Realizing that a task of this magnitude could not be conducted without the close cooperation of industry and government, the Defense Act of 1950 provides for periodic meetings of both groups. One section of the Act provides for the establishment of Industry Advisory Committees to consult and advise upon problems pertaining to their own particular industries.

No one in the business world either likes or wants controls of any kind, and the very structure of our business is based upon free enterprise and free markets. It follows therefore, that restrictions or regulations governing production, distribution, consumption, or inventories are frowned upon by business as a whole



and especially an industry as complex as ours.

I am in a position to assure you, however, that such controls of restrictions will not be imposed unless after careful study and consultation with industry they are deemed necessary.

In times of emergency, however, it becomes necessary, in order to maintain a balanced production for the procurement of materials for military use, to direct our available supplies to the best advantage for that purpose and not interrupt the manufacture of goods for civilian needs more than is absolutely necessary to reach that objective.

To accomplish this end successfully, it is necessary that we conserve our raw materials and that a complete understanding be had by industry of the necessity for the steps taken by government. By the same token it is just as necessary for gov-

ernment to have an understanding of industries' problems.

Our experience in World War II brought us to the realization that we in the leather industry are especially dependent upon imported materials.

The rapidly diminishing supply of domestic tanning materials is causing us to go farther afield for our supplies and in critical times this becomes a major problem.

There are several possible means of assuring an adequate supply. Some of these include stockpiling, the use of alternate materials and synthetic products in addition to directives or allotments.

Not Fully Geared

We are at the present time in the rather peculiar situation of an emergency wherein we have not yet geared our production to an all-out war effort but still must prepare for any situation that might possibly arise.

Briefly, the orders and regulations put into effect by our division are as follows, and it will be obvious that the impact upon normal production has not been too great.

has not been too great.

The first was issued in January, 1951, and undertook to assure the armed forces of an adequate supply of horse hides and deer skins for military gloves. Since neither deer skins nor horse hides account for more than a negligible quantity of the over-all leather supply, the consequences have been negligible.

Another regulation, M-34, requiring stated proportions of sole leather to be cut from military innersoles and midsoles. This action was found to be necessary because the output of

(Concluded on Page 49)



A Convention Every Week



The big convention is not the only profitable one. Practically every week we hold one in our office. There Puck, John, Vance, Mark, Mary, Larry, Dominic and the others get into a huddle with cus-

tomers to discuss the customer's problems. There are no learned papers, but a wide exchange of horse sense, chemical know-how and practical experience.

From the give-and-take of these little conventions have come suggestions that have contributed to some of the world's finest leathers.

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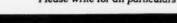
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CHEMICALS FOR THE LEATHER INDUSTRY

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LEATHER MUST OPEN NEW FIELDS

The industry's markets are too concentrated—should be expanded

By Kenneth Bell

A. C. Lawrence Leather Co.

During a recent visit to Carpenter's Hall in Philadelphia we were intrigued to examine the decorated leather fire buckets used by local companies 150 years ago. We thought how proudly the firemen displayed and used them. How sad the makers were when hand pumpers displaced them. Then, our minds turned to the early leather jerkins, leggings, aprons, leather bellows for forges, harness, and the succession of leather items which have largely disappeared from the scene. Surely each substitution elicited cries of anguish and dire prediction of ruin to come. Yet the industry is very much alive today and in far better condition than at

many times in the past.

We hear much pessimistic talk regarding the age of our plants and equipment, the impact of substitutes, and production and merchandising problems. Yet, admitting our shortcomings, I believe the leather industry has a great future and that it has tremendous assets which it has failed to capitalize adequately. In appraisal of the leather industry today certain facts stand out:

 It has become increasingly a one-customer business with the shoe industry absorbing 85 percent of its product.

(2) This fact and the seasonal nature of the shoe business have made the tanner over-responsive to price pressure. (3) In many cases tanners fail to make adequate provision for replacement of raw stock, processing costs, advertising, research, and profit in figuring selling prices.

(4) Certain segments of the industry are very profitable; others are quite unsatisfactory.

(5) The competition with substitutes is severe in some lines. These facts, taken alone, are quite discouraging, but if we dig deeper we find:

(6) The over-all demand for leather exceeds the supply, keeping raw stock prices at high levels. This makes for over-all prosperity in the industry, while paradoxically, at the same time it leads to unsatisfactory margins in certain lines.

(7) Behind this demand for our products is a tremendous public affection for leather articles. Individuals often display proudly some prized possession made of leather. People who can buy the best demand leather.

(8) Behind the sentiment for leather's attractive feel and appearance are the tangible properties which make leather a unique material.

(9) There is a sound nucleus of leather technology, and competent technical men utilize it.

This brings us to the thesis which we wish to develop here. Our industry is entrusted with the processing of a unique raw material, of which the supply is inadequate for all purposes for which it might be used. If we accept our responsibility seriously, we should so plan and operate that:

 Leather will be tailor-made in types which will accentuate its unique properties.

(2) It will be sold for the purposes for which it is best adapted.

(3) The public will then secure the best products for its requirements.

(4) The industry will operate smoothly and profitably.

It is easy to describe Utopia, but more difficult to realize it. The American Leather Chemists Association has long sponsored group efforts on analytical methods for leather and tanning materials. Surely if we apply the same knowledge, intelligence, imagination and enthusiasm to the attainment of these objectives, there should be little doubt that the group effort will succeed. We do not criticize in any way the splendid work which has been done and is being done by the laboratories and groups working on industry problems. Rather, we recommend review of our efforts and closer coordination toward the common end. Specific rec-

(Continued on Page 61)



ABSTRACTS

"The Functions of the Leather Division of the National Production Authority"

By E. R. Lobaugh, Leather and Leather Product Division, NPA The operation of the leather division and a discussion of M Orders pertinent to the leather industry.

"The Dry Strength of Collagen Fibre Bundle Aggregates"

- By W. T. Roddy, Tanners' Council Laboratory, University of Cincinnati

The dry strength of collagen fibre bindle aggregates has been used to obtain an indication of the influence of pretanning and tanning operations on fibre strength. The fibre bundle aggregates used were from the tendon of the flexor muscle of the foreleg of cattle, from pieces of the corium of fresh steer hide and from finished leathers. Data on dry strength measurements were compared

"Effects of Tannery Processes on the Electron Microscopic Appearance of Bovine Hide Collagen Fibrils"

By R. Borasky and J. S. Rogers, Eastern Regional Research Laboratory

Effects of pretanning and tanning agents on the physical structure of bovine hide collagen fibrils were studied in the electron microscope. Observations indicate that the pretanning agents, normally used in curing, liming, bating and pickling, do not alter the morphological characteristics of the collagen fibrils unless treatment is unusually prolonged or improper concentrations are used. Tanning increases the electron scattering power of the collagen fibrils with the tanned fibrils more round and firm and less elastic than untanned fibrils.

"The Leather Chemist Analyzes His Industry"

By Kenneth E. Bell, A. C. Lawrence Leather Co.

Leather chemists are proud of their ability to analyze accurately the materials used in tanning leather. Cannot the leather chemists' knowledge, intelligence and imagination be applied to the elevation of the industry to the dominant position it deserves? Methods of attainment of new horizons for leather were discussed.

"Some Notes on the Mixing of Tan Yard and Retan Liquors Using Various Vegetable Extracts"

By Sedgwick K. Johnson

A study of results obtained by mixing liquid vegetable extracts hot, to make a desired blend, plus the use of syntams to help in their future solubility, when making tan yard and retan liquors. Some notes on the amount of mineral ash found in these liquors. A comparison of paddle tanning with drum tanning using various vegetable extracts.

"Enzyme Evaluation by Viscosity Reduction"

By D. F. Holloway, A. C. Lawrence Leather Co., and R. F. Nickerson, Monsanto Chemical Co.

An improved method of determining proteolytic enzyme activity was described. The viscosity of a standard gelatin solution containing enzyme was determined several times at five to ten minute intervals. The observed viscosities are transformed to fluidites, by simple graphical procedure, and, plotted against time, yield straight lines with slopes proportional to enzyme activity. Details of method were given and it was demonstrated that enzyme activity is not lost through combination of enzyme with protein split products.

"Practical Procedures for Obtaining and Assessing Significant Improvements in the Quality of Insole Leather"

By S. S. Kremen, Tanners' Council Laboratory, University of Cincinnati

An earlier paper described a relatively rapid laboratory technique for predicting insole service life, and a mechanism of vegetable insole deterioration was proposed. This paper presented the correlation of that technique with systematic wear tests. Data was also presented to further support the mechanism of deterioration, leading to the most logical procedures for producing improved insole leather. The relationship between commercial sorting and grading practices and certain physical properties of sole leather was also demonstrated.

"Studies on the Polar Amino Content of Collagen and Related Material"

By J. M. Cassel, E. H. McKenna and A. C. Glime, Leather Section, National Bureau of Standards

Values were presented for the acidic and basic amino acid content of collagen, gelatin and hide powder; deaminized, esterified, and trysin-treated hide powder; formaldehyde-tanned hide powder, and chrome-tanned leather. The chromatographic method of Stubbings, comparing standard amino acid solutions with the unknown amino acids of the protein hydrolysate, was employed. Some kinetic studies on the amide nitrogen determination of hide powder, gelatin and collagen were also presented.

"The Sampling of Side Upper Leather"

By C. W. Mann, Textile, Clothing and Footwear Section, Office of the Quartermaster General

A continuation of previous work, data have been obtained on the variations of the physical and chemical properties over the area of a hide and between hides for chrome tanned side leather split to proper thickness, for unsplit chrome tanned leather and for retanned lots prepared from steers and cows. By application of the correlation coefficient of block versus side average, and other studies, a method of sampling side upper leather has been developed.

The data indicate no important changes in physical properties brought about by splitting to desired upper leather thicknesses. Lots of cows and steers differ significantly only in tensile strength with the former, on the average, being greater.

"Symposia—Advances in Leather Technology"

E. R. Theis, Panel Chairman

Never in the history of our nation has there been a greater need for the chemist or technologist to impart and to receive specific knowledge relative to the advances made in our industry. In World War II the leather industry was the seventh critical one and there is little doubt that in the present national emergency it will again play an important role.

This panel was brought together for the distinct purpose of imparting to our association the latest information relative to recent advances and developments in the field of leather technology. Each speaker is in his own right an expert and each in turn gave a brief review, the Jatest regarding the subject chosen.

Each attending member was urged to question and discuss the addresses given in this session. The panel was conducted in two sessions with a discussion period after each session.

1) Intelligent Cooperation of Chemist and

	Production Man	 Kolf Quarck
2)	Replacement Tanning Materials	 H. G. Turley
3)	Sulfonyl Chlorides as Tanning Agents	 C. H. Geister
4)	Iron Tannage Developments	 W. O. Dawson
5)	Fat Liquoring of Iron Tanned Leathers Discussion	C. E. Retzsch W. K. Schweitzer
6)	Practical Uses of G-942 Tanning Agent	 I. C. Somerville
7)	Zirconium Tannage	 W. Windus
8)	Politan-resorcinol-formaldehyde Tannage	A. Schubert
9)	Replacement Fats	 H. B. Merrill

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"The Leather Chemist of 1951—An Apology for Prof. H. R. Procter"

By H. G. Turley, Rohm & Haas Company

In 1911 the "Father of Leather Chemistry," Prof. H. R. Proctor, wrote an article under the title "The Leather Chemist of 1951." Proctor spoke of the past developments and gave predictions as to the future of chemistry in the leather industry. Some of his predictions have been proven amazingly true. The present author described the position of leather chemistry in the tanning industry today and, in turn, offered a few predictions for the future.

"The Influence of Splitting on the Strength of Chrome-Tanned Steer Hides'

By J. R. Kanagy, W. H. Leser, E. B. Randall, T. J. Carter and C. W. Mann, Leather Section, National Bureau of Standards

The effect of splitting on the strength of chrome-tanned steel sides having different average thicknesses was determined. Specimens for the tests were selected by a statistical plan to study the effect of final thickness, the effect of original thickness or weight, and the effect of degree of splitting. Results were obtained for grain as well as for corresponding splits containing only the flesh layer.

Results indicate that the strength of the splits correlated almost equally well with either the final thickness or the degree of splitting. Original thickness, within range studied, had no influence. Data shows grain layer to be of much lower strength than other layers

of hide.

The original leather, as well as splits, show greater strength when pulled in direction parallel to the backbone. Equations were developed to make it possible to estimate the breaking strength and stitch tear of a split from its thickness, or select the thickness of split to give a definite strength value.

"The Application of Statistics in the Tanning Laboratory. Part I. The Use of a Youden Square"

By F. D. Thayer, Jr., E. G. Bianco and F. Wilcoxon, American Cyanamid Co.

The effect of various agents upon the plumping action of a water soluble methylol melamine resin when applied to chrome tanned leather has been studied employing a statistical arrangement known as a Youden Square. The data obtained was used to illustrate how a statistically designed experiment, employing balanced incomplete blocks, is used to evaluate tanning procedures in the laboratory and how a decision is reached for the process to be employed in large scale experiments.

"Recent Findings on Tanning Properties of Lignosulfonates"

By M. Baum, R. Lovin and J. R. Salvesen, Marathon Corp.

Laboratory investigations have been carried out to establish the mechanism of tanning with lignosulfonates prepared by fractional precipitation from sulfite waste liquor; and to determine procedures for using these tanning materials to the best advantage. The sulfonic groups of the lignosulfonates combine with the basic groups fonic groups of the lignosulfonates combine with the basic groups of the protein in the hide. The degree of tannage obtainable with lignosulfonates is determined by the pH during tannage and by the amount of sulfonation in the lignosulfonates. Under normal tanning conditions with pH between 3 and 4.5 a degree of tannage of 25-30 is obtainable with these fractionated lignosulfonates. By comparison, the lignosulfonates of untreated sulfite waste liquor yield only 12-17 degree of tannage. This lower tannage is due principally to the higher degree of sulfonation and therefore the lower combining weight of the unfractionated material.

"A Study of the Factors Which Influence the Absorption of Ligninsulfonates by Hide Powder"

By H. B. Marshall, M. Krizsan and W. C. Henry, Ontario Research Foundation

A commercial fermented sulfite waste liquor from a newsprint mill, using spruce and balsam, was separated by dialysis into high and low molecular fractions. Both fractions, deashed with ion exchange resins and the lower fraction desugared, had similar analyses except for a lower methoxyl content in the lower molecular

The absorption of these purified ligninsulfonic acids by hide powder, using the Official American Leather Chemists Association method, but varying widely the conditions of pH, temperature, time and concentration, demonstrated that reproducible results could not be obtained unless each of the variables was rigidly controlled.

Both high and low molecular ligninsulfonic acids were found to be irreversibly absorbed, the maximum absorption being 46% and 23% respectively, based on hide powder weight. Results indicate that molecular size and degree of sulfonation are important factors in controlling absorption by hide powder.

"Use of Polysulfide Liquid Polymers for Impregnation of Leather

By K. R. Cranker and J. S. Jorczak, Thiokol Corporation Polysulfide liquid polymers are 100% synthetic rubbers, that can be used to fill or partially fill the voids in leather. Conversion from the liquid takes place within the leather at room temperature and without shrinkage, to a high molecular weight rubber, resulting in an intimate combination of leather with high quality synthetic rubber. The finished piece has the mechanical properties of leather and the sealing and resilient properties of rubber. Typical formulations were discussed.

The liquor polymer method of treatment improves heat resistance of leather, reduces transmission of water and water vapor and greatly increases resistance to oils and greases. Polysulfide liquid polymer impregnated leathers have been used for low pressure

seals, hydraulic cups and gasket type applications.

"Sources of Variance in the Specification Properties of Army Retan Shoe Upper Leather"

By R. M. Lollar, Tanners' Council Research Laboratory, University of Cincinnati

The staff of the Tanners' Council Research Laboratory, in cooperation with industry laboratories and tanneries, has completed statistical examination of the analytical characteristics which the leather must meet to be accepted for purchase under Military Specification MIL-L-3122.

It has been found that the several tanneries show a significant repetition of the properties of their own leathers of such magnitude that the successive samples from the same tannery are more nearly identical than the samples from different tanneries. laboratories show smaller, but in some cases significant variations in their analytical results on the same leather. In general, the overall results of all analyses showed that the leather was within specification requirements and differences in analytical data would

not affect acceptance of the leather except for those lots with sample average close to the specification limit.

"Studies in Two Bath Chrome Tanning. II. Investigation of Relation Between Chromation and Reduction

By K. Klanfer and B. Roquette

The influence of variations in the chromation bath on the reduction and on the vertical distribution of chromic oxide in the resulting leather were discussed.

"Studies in Chrome Liquors XV"

By T. C. Thorstensen and E. R. Theis, Lehigh University A study of chrome liquors by means of exchange resins and tanning techniques. These studies indicate a basic chrome liquor does contain complexes of a wide range of acidities and charges. The data presented provided an interesting picture of the various types of chrome liquors studied.

"Fatliquor Distribution in Chrome-Vegetable Retanned Side Leather'

By B. Roll, Moench Leather Company

Factors affecting the layerwise distribution of fatliquor in chrome tanned leather have been expounded by previous investigators with most of the work confined to straight chrome tannages fatliquored with sulfated oils. The present study demonstrated that the foregoing work is not applicable to chrome-vegetable retanned leather, and that cationic type emulsifying agents react with this type of leather in a manner analogous to the reaction of sulfated oil on straight chrome tannages. The effect of drying on the redistribustraight chrome tannages. The effect tion of oil was also taken into account,

"Aluminum Acetate in Development of Alum Retannage"

By W. F. Happich, C. W. Beebe and J. S. Rogers, Eastern Regional Research Laboratory

Previous work has shown that alum retannage of vegetable-tanned insole leather greatly increased its resistance to deterioration. Addition of sodium acetate, as a masking or stabilizing agent, to aluminum sulfate liquors improved the distribution of Al203 and increased its fixation. Recent studies demonstrate that this

and increased its fixation. Recent studies demonstrate that this combination may be replaced with a soluble basic aluminum acetate. Improvements in methods of application are: 1) addition of alum retanning mixture in the oil wheel and 2) addition as a dry-dip. Leather, having absorbed sufficient of the retan solution is sammied 24 to 48 hours, dried and finished in the usual manner.

"Some Formate Chemistry and Its Application to the Pickling and Tanning of Chrome Leather"

By J. W. Harnly and J. R. Rodden, A. H. Ross & Sons Co. This paper reported 1) the inter-relationships of the various combinations of the formate ion that are commercially available, and 2) a comparison of formate collagen-leather reactions with sulfuric and other ionic collagen-leather reactions. The application to pickling and tanning was discussed and was demonstrated visually by means of a new and simple testing device.

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OPS AND HIDE REGULATIONS

The how and why of the pricing regulations affecting hides

By Dickson Stauffer

Chief, Leather and Fibres Branch

Office of Price Stabilization

We have in the OPS what is known as branches. In our branch, which is known as the Leather and Fibres Branch, we have four sections: The Hide Section, the Leather Section, the Shoe Section and the Fibre Section. The different sections come under the Branch Chief. At the branch level we have lawyers assigned to us to work only with our problems; we also have economists for our branch.

Above the branch level is the divisional level. Our particular division is known as the consumers Soft Goods Division. The head of this division is known as the Director of the Consumer Soft Goods Division. We also have divisional legal staff and divisional economists. Above the divisional level we have a Chief Counsel, an Economic Advisor, the Assistant Director of Price Operations, and finally the Director of Price Stabilization.

Steps Many And Long

So you can see it is rather a long step from our branch to the head of the agency.

It is absolutely necessary to have the closest cooperation between commodity experts and economists and legal, at each step as we go up. We would have rather peculiar looking regulations if they were written by the commodity experts, or again if they were written by economists or by the lawyers. It is only by the closest cooperation between the three that we can write a regulation which is practical, economically sound and legal.

In our branch where we handle hides, leather, shoes and fibres, we have a much more difficult task than the same branch did under OPA. You will remember that hides prices were frozen as of June 1941. Leather prices were frozen as of November 8 to December 8, 1941. Shoe ceilings were established under the general maximum price order issued in March, 1941. There was a long enough lag between each of the industries to enable, for instance, the price of leather to be established on the price of hides before ceilings were established. Again, there was an even longer lag between the freezing of leather and the freezing of shoe prices to enable the shoe manufacturer to be at least close to the levels of leather prices.

At the present we find ourselves in an entirely different situation. Under the General Ceiling Price Regulation all prices were frozen at the same time, and we did not have the opportunity for the various branches of our industries to catch up with the prices established on hides, leather and shoes, as we did under OPA. Every branch in OPS has the idea that its task is a little harder than that of its neighbor. We are one of the few industries that depends on a by-product for our basic commodity. We are not in a position where the supply of hides increases on the demand for leather, nor are we in a position where the supply of hides decreases due to the falling-off of demand for leather.

Rumors Have Effect

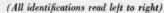
Even rumors that shoe business is booming causes sharp rises in the price of hides and skins. Reports that inventories have accumulated in the end products and the demand for the end products is falling off, causes sharp breaks in the raw material market. In recent years our markets have probably had larger swings in prices than have most industries. War, threats of war, and preparedness for war have always caused a shortage of hides, and this period has certainly been no exception. Shortly after July 1, 1950, when it became almost a certainty that the country would increase its armed forces and there would be a very heavy demand for military footwear, the market started sharply upward. During the month of October prices remained quite steady. In November the upswing again started. This carried through

(Concluded on Page 57)

^{*}Talk before annual meeting of National Hide Assn., June 11, Kansas City, Mo.







- 1. Hugh Trask, J. Earle Dahm and H. J. Goldberg.
- 2. Alice Mahoney and Maybelle Willis.
- 3. L. D. Barta, Jr., R. G. Keppler, H. Z. Gensemer, Sr., and Evelyn Fegley.
- 4. Robert Koppenhoefer.
- 5. E. R. Lobaugh, T. Blackadder and H. B. Merrill.
- 6. Bill Vroman and Charles Lutz.
- 7. M. Lindsay and H. Breithaupt.
- 8. Rolf Quarck and J. Herbert Stumpf.
- 9. Harry C. Berndt and Craig Blair.
- 10. Ira D. Clark and Arthur May.
- 11. Lorrayne Schiller.
- 12. Al Hulsebosch and O. W. McKeown.















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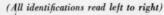
READING. MASS.











- 1. Henry W. Hoffman and Geo. H. Lincoln.
- 2. Mr. & Mrs. Gordon I. Lindsay.
- 3. Cardwell E. Belding and Elmer J. Rumpf.
- 4. A. J. Pilar.
- 5.-Howard Lincoln.
- 6. Mildred Winheim.
- 7. Edwin Flinn.
- 8. Mrs. Vaughn Byron, Mrs. John Teas, John Teas, Caspar Drueding, Mrs. Drueding and Sandy Saxe.
- Mort Shepard, Jr., Fred and Karl Hilterhaus, Michael J. Weisbrot and Hans Haemisegger.
- Robert Plaw, F. A. Edmonds, L. H. Kortwight and Chas. F. Payan.
- 11. John W. Harnley, Ralph Ewe and G. W. Stanberry.
- 12. C. G. Schneider, Robert Shaw and R. Borasky.

















Apparel manufacturers' new ceiling price regulation—CPR 45—does not cover leather shoes but does apply to practically all sewn or knitted apparel and apparel accessories. Although regulation does not affect shoes normally made by shoe, slipper and rubber manufacturers, it covers "specialty footwear items" such as booties, spats, slipper socks and beach shoes. Also, other leather goods such as gloves, belts, wallets, pocketbooks and handbags.

Regulation affects some 30,000 manufacturing firms over country turning out practically everything people wear—apparel items on which American consumers spend an estimated \$15 billion annually in nation's retail stores. In New York and New Jersey area alone, more than 19,000 apparel manufacturers will be affected by new order, effective Aug. 15.

Difficult to tell yet what CPR will do to general price level of apparel. OPS officials say only it will result in large number of price changes, both up and down. Indications are that average wholesale prices, except in wool clothing line, will be slightly lower. Basic formula of new regulation—tailored to apparel industry—is to allow manufacturers to add only actual increases in factory labor and materials cost to their base period pre-Korean costs.

Purpose of ruling, say OPS officials, is threefold: roll back any cost margins which have widened since pre-Korea, restore "normal" cost-price relationship, and give manufacturers relief from general freeze order. Thus manufacturers who anticipated first freeze by raising prices now face rollbacks. Those caught by freeze will get relief.

Important dates to remember are: March 15—cut-off date for labor cost adjustments; June 4—cut-off date for cost adjustments; June 14—issue date of CPR 45 under which manufacturers can begin pricing immediately; and Aug. 15—mandatory date of order. Apparel manufacturers with volume under \$50,000 annually may continue to operate under GCPR.

OPS still watching for any shifts to higher price lines by manufacturers despite absence of specific limitations in various pricing regulations. Government claims present controls provide enough incentive for manufacturers to continue "normal business practices." However, any noticeable shift toward higher price lines will be discouraged.

Defeat of International Fur and Leather Workers Union at Eberle Tanning Co. election marks third setback for union in past few weeks. Union was also defeated at Chicago Rawhide Manufacturing Co. and Thiele Tanning Co. (see L&S, June 2). Defeats overshadowed by victory at A. C. Lawrence Leather Co. plant in Peabody, but latter territory is still IFLWU stronghold.

Important fact to note about most recent IFLWU defeat. Eberle election marked first victory of AFL merger between United Leather Workers Union and powerful Amalgamated Meat Cutters and Butcher Workenen of North America. Latter union launching big organizational drive, will shortly hit at other IFLWU strongholds, has power to give Communist-dominated IFLWU the battle of its life. Tanners can help by waking up workers to real truth about IFLWU.

Total number of production workers in leather and leather products manufacturing industry took sharp drop in May. Labor Department's latest figures show only 329,000 production workers employed in industry in that month—some 25,000 below April and fully 62,000 below March. May 1951 employment is even lower than pre-Korea month of May 1950 when 335,000 workers were employed. Monthly totals for all workers in industry were 410,000 in March, 393,000 in Apri, and 368,000 in May against 373,000 in May a year ago.

About 69,000 leather and leather products manufacturing firms in operation during 1948, Commerce Department reports. Breakdown of legal status of these firms found 24,000 individually owned, 17,000 in partnership, and 27,000 as corporate.

Soviet Information Bulletin claims that Russia's latest Five-Year Plan a big success as far as shoe manufacturing is concerned. Claim is Soviet increased output of leather footwear 2.9 times and rubber footwear sevenfold. Curious note added to report is that "new styles of high-grade shoes have been manufactured and enjoy a great demand both in town and country." Considering fact that Russia still does not produce enough shoes to provide one pair per person per year, it is understandable that any style or grade of shoe would enjoy "great demand" all over country.

Rumor that International Shoe Co. is negotiating for purchase of Edison Bros. Shoe Stores, Inc., one of nation's largest chains, nipped in bud this week. In statement to LEATHER AND SHOES, Edgar E. Rand, International president, said his firm does not contemplate purchase of Edison chain. Possibility still exists that another large shoe manufacturer is interested.

HIDE MEN URGE PRICING CHANGES

ADVISORY COMMITTEE MEETS WITH OPS

Differentials On Tanners' Sales Sought

Changes in CPR 2, Regulation 1, the present OPS ceiling price regulation on hides, were urged late last week at a meeting in Washington between OPS officials and the Bovine, Hides Industry Advisory Committee.

Group members discussed in detail small lot provisions and classifications of different types of hides such as country hides and renderers' hides.

Pointing out that carload shipments often contain hides unsuited for tanners' purposes, the group asked OPS to make further provisions for differentials, permitting tanners to sell hides to each other without loss.

Advantages and disadvantages of allowing selection premiums on table No. 1 shipments were also discussed. The group also considered the advisability of reducing the allowable maximum of No. 2's on table No. 2 to 15 percent. Table No. 1 covers basic quality hides while table No. 2 covers standard packers.

Committeemen said it was customary for the trade to discount untrimmed green hides and the custom was being observed under the present regulation, though it makes no differentiation. There was some discussion whether four, seven or 10 percent was the most reasonable differential.

The question of pricing cut hides was examined, including allocation of prices between different cuts of hides. Committeemen could suggest no practical means of regulating pricing of the respective cuts, such as bellies and shoulders. Commission on the sale of cut parts was also discussed.

Members considered the legality of escalator clauses in contracts which would permit sellers to receive future increases in prices. A number of such contracts, it was suggested, are of doubtful legality.

The meeting was conducted by Dickson S. Stauffer, chief of the Leather and Fibres Branch. Other OPS officials present were: E. G. Smith, acting head, Leather Section; C. A. Zitnik, head of the Hide and Skin Section; Sherwood Gay, Leather Section; W. Picard, Hides and Skin Section: Leanard Kuvin, Branch

economist; N. Kossack and Robert Mitchell, counsels; T. La Venia, Office of Enforcement; Byron R. Hayden, Office of Accounting; R. A. Wells, assigned from the Tariff Commission; and W. R. Thomas, Jr., Office of Advisory Committees.

Committee members are: Mortimer I. Kahn, S. Sternberg & Co.; Walter S. Stern, H. Elkan & Co.; A. B. Reed, A. B. Reed Hide & Wool Co.; Tom Miller; Max Ascheim, M. Ascheim Co., Inc.; G. L. Childress, Roegelein Provision Co.; John A. Heintz, Heintz Riverside Abattoir, Inc.; Louis Kahn, E. Kahn's Sons Co.; Donald H. McCree, Lackawanna Leather Co.

S. B. Foot, Foot Tanning Co.; John Hilberg, John Hilberg & Sons; T. Gibbons, Cudahy Packing Co.; John Humphrey, Henry Fischer Packing Co.; George W. Stark, Stark Wetzel & Co.; George H. Elliott, George H. Elliott & Co.; Milton R. Katzenberg, Jacob Stern & Sons, Inc.; H. S. Somers, A. C. Lawrence Leather Co.

Paul Simons, Simons Hide & Skin Corp.; Paul Bissinger, Bissinger & Co.; D. N. Gutmann, Gutmann & Co.; R. H. Richards, International Shoe Co.; Milton Hubschman, E. Hubschman & Sons, Inc.; Anthony Leggio, Gen. Mgr., Piute Packing Co.

Ask OPS Exempt Cut Solers From CPR 22

This week the New England Shoe and Leather Association revealed that it has wired Price Administrator Michael V. DiSalle urging that the cut sole industry be exempted from CPR 22 until a tailored regulation can be issued by the Office of Price Stabilization.

NESLA sent its initial wire following a meeting on June 13 between members producing cut soles and OPS officials. Manufacturers indicated at the meeting that the General Manufacturers' Regulation 22 did not permit "equitable pricing" of leather cut soles.

DiSalle had extended effective date of CPR 22 from May 28 to July 2, permitting sole cutters to operate under GCPR until that date. He did not mention the possibility of an interim or tailored order for the cut sole industry (L&S. May 26).

sole industry (L&S, May 26).

The NESLA wire stated that CPR 22 does not permit "ceiling pricing of cut soles, innersoles, welting, counters, etc." It urged immediate action for temporary exemption or a new order.

INTERNATIONAL SHOE WILL HOLD PRICE LINE

No Increases Seen Despite New Ceilings

International Shoe Co. will not increase prices on its various lines of shoes at this time despite allowances made under CPR 41, the interim pricing order issued for shoe manufacturers by the Office of Price Stabilization.

"The great majority of the shoes in our lines," said Edgar E. Rand, president of the company, "have new ceiling prices under the OPS order of May 29 higher than our present selling prices. These new ceilings would allow us to increase prices on our shoes, but we have concluded not to advance any of our prices at this time.

The head of the world's largest shoe manufacturing firm pointed out that International rolled back its prices an average of seven percent last Feb. 23 when it reverted back to its Dec. 9 1950 price list.

"In some few instances," Rand added, "technical quirks and peculiarities of the regulation cause ceiling prices lower than our present selling prices. These reductions are negligible in number and cents per pair, averging less than one-half of one percent of our present selling prices."

These minor reductions will not affect the retail prices of shoes thus affected, Rand stated.

The company is applying new lower prices to all unfilled orders of shoes on which reductions are made and will make a rebate on all shipments made to customers on fall 1951 orders taken for delivery in June or later. This action is wholly voluntary on International's part, Rand said.

TROSTEL RE-ELECTED

Albert O. Trostel, Jr., has been reelected president of Albert Trostel & Sons Co., Milwaukee, Wis., tanner. Other officers re-elected at the firm's anual meeting were E. E. Kornitz, secretary, and C. R. Bruch, treasurer.

Everett G. Smith was promoted from vice president to executive vice president, while A. S. Kibbie, Robert W. Kasten, W. R. Lotz, John Strackbein and Howard Knoller were elected vice presidents, and E. H. Schendel an assistant vice president.

AFL SHOE UNION URGES UNITED ACTION

Calls For Conference Of Shoe Unions

Members of the Boot and Shoe Workers Union, AFL, meeting at their 20th annual convention this week in the Hotel Sheraton-Gibson, Cincinnati, proposed a national conference of all U. S. shoe unions to formulate a plan for united action on wage standards and other labor issues.

A resolution placed before some 300 delegates to the convention declared that "no single union has thus far shown the power and ability to cope with" the various problems of shoe workers. It stated that "the division of the trade union movement in the shoe industry works untold harm to the shoe workers, especially when it comes to collective bargaining for wage contracts and welfare benefits, as well as in the field of organization."

Conversely, another "unity" resolution denounced an unnamed "rival group" of shoe workers because "it is obvious that they are not sincere and are issuing statements containing double talk for the purpose of deceiving the wage earners in the shoe industry, while continuing their raid-

ing tactics." This resolution further declared that "the dual organization is controlled and dominated by members of the Communist Party, whose main objective is the overthrow of our Democratic form of Government," and requested the incoming general offi-cers and members of the general executive board "to make an announcement setting forth our position with regard to the raiding policy of the rival group, and to serve notice that our union will have nothing to do with the Communist dominated group until such time as the 'Reds' and 'fellow travelers' are eliminated from their organization, and also until such a time as their sincerity and good faith are established by the complete cessation of their present raiding tactics.

Other resolutions concerned dues and their apportionment; pensions for union members; establishment of a national home for retired old members of long standing; denunciation of the Taft-Hartley law; the placing of the union stamp on all shoes, with existing contracts being amended by such a clause, and opposition to the present arrangement of granting orders to low bidders through sealed bids for shoes for the armed forces. This resolution proposes the order-

ing of such footwear through negotiations with manufacturers, which "would result in spreading work among shoe manufacturers, large and small."

In his opening address Monday morning, President John J. Mara of Boston, after listing by states the more than 550 unorganized shops in 19 states, blasted the CIO for its membership raids.

Among the resolutions was one declaring that "during the past few years, the American market has been flooded with footwear from foreign countries which are sold at prices much lower than similar footwear can be manufactured in these United States."

The resolution pointed out that "it is not possible for American manufacturers to compete with this menace and maintain the living standards to which the wage earners in the shoe industry are accustomed," and it recommended that the convention "go on record as opposed to the signing of any treaty which will permit the entry of any type footwear from any foreign nation at prices lower than comparable footwear can be made in the United States."

More Colors Than Ever For Spring, 1952

Thirty-three colors for women's shoes and twenty-three for men's have been chosen for Spring and Summer, 1952, by the Joint Color Committee of the Tanners' Council of America, National Shoe Manufacturers Association and the National Shoe Retailers Association in cooperation with the Textile Color Card Association. This represents the largest number of colors ever selected in one season.

To be stressed especially in women's colors is a group of eleven new and two repeated shades featuring a light range of pink, blue, green, Buttercup Yellow and Eggshell Blond. Also new shades of turquoise, coral, chartreuse, gold, fuchsia and three shades of violet.

The basic range of smooth leathers will feature suntan, dark brown, light navy, cognac, Walnut Brown, Turftan, Russet Glow, Admiral Blue, Cherry Red, Basque Red, Green Pepper, Irish Green, and Golden Wheat. Suede will feature beige, burnt sugar, medium grey, dark brown, light navy, Maple, Spicetang, Coppertone, Admiral Blue, Basque Red, Green Pepper and Irish Green.

Special promotion in men's shoes will highlight light beige, natural sand, peppery red, hunters green. Also several new tans and browns.

WOOD HEEL GROUP SEEKS INTERIM ORDER

Higher Costs Blamed For Distress

Representatives of the nation's wood heel industry told Office of Price Stabilization officials this week that they must have prompt relief via a new pricing order if they are to survive the present crisis.

Meeting with OPS officials in Washington for the first time, the Wood Heel Manufacturers Industry Advisory Committee declared that the industry was in great distress due to increased costs which they cannot pass along under the General Ceiling Price Regulation.

Committee members stressed the need of relief through an interim regulation on a formula basis if available sooner than a tailored order. Such an interim formula should permit manufacturers to add their pre-Korean mark-up to current costs, they said.

Individual wood heel manufacturers should also be allowed the alternative of retaining GCPR ceilings if these were more satisfactory than those provided by an interim formula. The group agreed, however, that OPA MRP 196, covering turned and shaped wood products, might provide a satisfactory pattern for wood heel interim order.

A tailored regulation patterned after the old OPA MPR 420, Amendment 7, which spelled out dollars and cents ceilings on their products, would be satisfactory if properly revised, after lumber and other material costs are stabilized, the group stated.

Committeemen reported that some wood heel manufacturers put in price increases before the GCPR freeze on Jan. 26. Most of these later found that the increases did not cover subsequent higher costs. Some manufacturers said they were now operating at a loss either overall or in certain factories due to mounting costs.

The committee represents two levels of industry: the manufacturer of wood blocks for heels, and the coverer of the wooden blocks with covering materials. Some members of the industry are integrated, manufacturing at both levels.

Block manufacturers' costs are mainly for lumber, labor and freight. Cost of blocks, leather, celluloid, cements and labor are all important to heel finishers.

Committeemen reported that all of

(Concluded on Page 39)

EBERLE WORKERS VOTE FOR AFL UNION

Defeat of IFLWU Termed Significant

Workers at Eberle Tanning Co., Westfield, Pa., turned down representation by International Fur and Leather Workers Union in favor of the newly-merged Amalgamated Meat Cutters and Butcher Workmen of North America, AFL.

In an election sponsored at the plant by the National Labor Relations Board, company employes favored the powerful AFL union, which recently merged with the United Leather Workers, AFL, by a vote of 126 to 118. Another 53 workers of 304 voting (345 eligible) voted for no union.

Company spokesmen said the election was highly significant in that it marked the first major tannery union contest in which Amalgamated has participated since its recent merger with United Leather Workers-International Union, also AFL (see L&S, June 2). Even more significant is the fact that Amalgamated, which claims over 175,000 members, won its initial contest again IFLWU, strongest union in the tannery field.

The numerically close balloting was actually taken by Amalgamated officials as a vote of 179 ballots against IFLWU, which has alienated many leather workers because of its Communist leanings. Amalgamated officials, encouraged by the results, stated they will wage a militant and strongly-organized campaign to win more tanneries away from IFLWU.

The Ben Gold-led union held a contract at Eberle from 1942-1948. In 1948, Eberle refused to recognize IFLWU on grounds that it was Communist-dominated. After Aug. of last year when Gold signed the non-Communist affidavit required by Taft-Hartley, IFLWU resumed organizational efforts at the tannery.

The union sent in many of its star organizers such as George Pershing (who made the unsuccessful attempt to organize Endicott-Johnson tannery workers), Clarence Carr, head of former IFLWU Local 202 which lost the famed Gloversville glove leather tannery campaign, Bernie Woolis, Harry Millstone (unsuccessful at Howes Bros. Franklin tannery at Kerwinsville, Pa.) and others.

Eberle officials, for months preceding the election, put up a vigorous campaign against IFLWU, enlisting the aid of civic leaders and other organizations located in the town of Westfield.

DENY SHOE ORDER HURTS ADVERTISING

Industry charges that the general manufacturers' pricing regulation (CPR 22) and similar regulations issued by the Office of Price Stabilization for shoes, textiles and machinery will severely restrict manufacturers' expenditures for advertising have been denied by Gardner Ackley, Assistant Director for Economic Policy.

The general manufacturers' order and subsequent regulations based on the original order provide generally for pre-Korean prices plus allowances for increases in factory labor and material costs but do not allow for increases in general administration and advertising costs.

The conclusion that this will force manufacturers to reduce their advertising budgets is completely unwarranted," Ackley declared. "For advertisers and advertising men to claim that OPS regulations will squeeze advertising expenditures by not recognizing increased advertising costs is to misunderstand both the regulations and the nature of advertising.

"The purpose of these regulations is to establish ceiling prices for manufactured products that will be in sound and balanced relationship to each other and to costs," Ackley added.

"In order to accomplish this purpose, the regulations generally provide that a manufacturer may calculate his ceiling price by adding to the prices he charged before Korea the increases in certain manufacturing costs which have taken place since that time. The formulas do not permit increases in general overhead costs to be taken into account for a number of reasons, one of the most important being that overhead costs vary with volume."

KAMBORIAN ON STAND AT UNITED SHOE TRIAL

Government Offers Witness In Rebuttal

The Justice Department began presentation of rebuttal evidence this week at trial of United Shoe Machinery Corp. on anti-trust charges.

Outstanding witness for the Government was Jacob S. Kamborian, president of International Shoe Machine Corp., Cambridge, and a wellknown inventor of various shoe machines. Kamborian took the stand before Federal Judge Charles E. Wyzanski, Jr., after being called by Atty. C. Worth Rowley of the Justice Dept.

The ISMC head told the court of his career in the shoe machinery field, including his early association with United Shoe to which he sold a patent in 1935 for the sum of \$50,000. Later, he went to work as an inventor for USMC. In 1938, after taking out various patents on shoe machines, he opened his own firm in Cambridge.

Questioned by Atty. Rowley, Kamborian stated "a man would be foolish to attempt to compete with the United Shoe Machinery Corp. in its own particular lines of manufacture.' He said International had been hindered in its attempts to expand because of lack of risk capital and difficulty in finding shoe machinery inventors not already under contract to USMC.

Earlier, the Government presented three factory shoe workers as rebuttal witnesses. Questioned by Atty. Roy N. Freed, each testified that changes made in various USMC machines in the past 20 or so years have not contributed to a substantially increased output. The three types of machines concerned were an outsole stitcher, clicking machines, and a type of USMC welter.

CPR-41 AMENDED

The regulation covering shoe manufacturers cost sheets for computing material and labor costs was amended yesterday in Washington, D. C., with several corrections of the original regulations being covered in the amendment passed, CPR-41, Amendment 1.

CHAFFARDON

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HIDE ASSOCIATION SEES SHORTAGE AHEAD

Minnoch Says Situation May Grow Acute

A marked reduction in cattle slaughter throughout packing centers has already resulted in decreased offerings of hides, according to John K. Minnoch, executive director of the National Hide Association, now located in Washington, D. C.

Predicting a hide shortage in coming weeks, Minnoch said, "This may become even more pronounced through July since cattle runs of any consequence aren't expected before August."

"It is no secret that substantial imports of hides have been arranged from Mexico, Canada and South America," he said, "and some of these supplies have already reached our shores. However, hide inventories are slowly dwindling and should demand for hides suddenly grow strong, the situation could become acute."

Minnoch pointed out that packinghouse shutdowns and drastic curtailment in slaughter operations are bound to have a direct bearing on hide production. In addition, rollbacks in cattle prices have cut down cattle marketings at leading livestock centers. Fewer hides are certain to result from reduced slaughter, he said.

Hartnett Workers Share In Profits Again

A total of 244 employes of Hartnett Tanning Co., Ayer, Mass., received their share of \$41,083 in profits on June 21, date of the tanning firm's 11th consecutive semianual distribution of cash profit sharing. Latest distribution covered the six months' period from Sept. 1, 1950, to Feb. 28, 1951.

Frank H. Hartnett, president of the firs, reported that with current distribution of profit-sharing checks, average weekly wage of Hartnett production leather workers is now \$76.36. During the past six months, Hartnett produced a company record of 8,449,069 feet of side upper leather.

Colonial Tanning Co. of Boston, merchandising affiliate of Hartnett, reported its sales of Hartnett leathers during the period at an all time high of \$4,507,987.

Stating that "steadiness of jobs was the rule" at the tannery, Hartnett told workers the company's policy was "steady work at wages as high as any in the industry."

Heads New Office



Calvin C. Schrader who has been appointed manager of Gudebrod Bros. Silk Co., Inc.'s new Chicago office at 991 Merchandise Mart. Gudebrod manufactures sewing threads and other products. The Chicago office will provide direct sales and merchandising service on Gudebrod products to Chicago and Central States. Schrader has had long experience in the field and was formerly associated with Gudebrod before opening his own business.

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Crompton Factoring growth means that this service steps up the efficiency of producers. It opens the door to new potentials in volume and profit.

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MILITARY BIDS AND AWARDS

Combat Boots

July 3, 1951 — QM-30-280-51-1373 covering 1,000,008 pairs of russet service combat boots. Opening at 10:00 a.m. in New York, for the Army.

OPEN LEATHER BIDS

There were ten bidders at the opening of Army Invitation QM-30-280-51-1354 covering four leather: tems: 1) 1,200 skins black tooling calfskin; 2) 1,200 skins medium brown tooling calfskin; 3) 1,800 skins black el morocco sheepskin; 4) 800 skins brown el morocco sheepskin.

A. L. Gebhardt Co., Milwaukee, Wis.; items 1 and 2—\$1.20 per sq. ft.; 20 days acceptance, net.

Donnell & Mudge Inc., Salem, Mass.; items 3 and 4--3295 per sq. ft.; 60 days acceptance, net.

A. C. L'awrence Leather Co., Peabody, Mass.; items 1 and 2—88c per sq. ft.; 15 days acceptance, 2% in 30 days.

R. Neumann & Co., Hoboken, N. J.; items 1 and 2—90c per sq. ft.: 30 days acceptance, net.

ft.; 30 days acceptance, net. Leonard Freedman, N. Y. C.; items 3 and 4—40c per sq. ft.; 15 days acceptance, 2% in ten days, 1% in 20 days.

Brindis Tanning Co., Haverhill, Mass.; items 3 and 4—.2995 per sq. ft.; 30 days acceptance, 1% in 20

days.

M. Pollet & Sons, N. Y. C.; items 3 and 4—.332 per sq. ft.; 30 days acceptance, 2% in 30 days.

acceptance, 2% in 30 days.

Fred H. Lowenstein, N. Y. C.;
items 3 and 4—.3475; 20 days acceptance, net.

A. F. Gallun & Sons Corp., Milwaukee, Wis.; items 1 and 2—88c per sq. ft.; five days acceptance, net. American Handicrafts Co. Inc., East Orange, N. J.; items 3 and 4—

Only Two Firms Bidders On Safety Shoes

.3875 per sq. ft.

Endicott-Johnson Corp., Endicott, N. Y., and International Shoe Co., St. Louis, were the only bidders at opening June 8 of Invitation QM-30-280-51-1329 covering 18,600 pairs of black shoes with safety toes for the Air Force.

Endicott-Johnson was low bidder with an offer of \$9.659 per pair for total quantity while International Shoe bid \$10.76 per pair for the entire quantity. OPEN SKI BOOT BIDS

A. R. Hyde & Sons Co., Cambridge, Mass., was low bidder at opening on June 12 of QM-30-280-51-1333 covering 4,992 pairs of ski mountain boots. There were three bidders in all.

Bids were as follows: A. R. Hyde, \$22.87 per pair; A. Sandler Co., \$24.89 per pair; and E. J. Givren Shoe Co., Rockland, Mass., \$28.50 per pair.

INSOLE AWARD TO HYDE

A. R. Hyde & Sons Co., Cambridge, Mass., has been awarded contract to make 100,080 pairs of X-large felt insoles as covered by QM-30-280-51-1332. Prices on the award for the Army were not announced. Bids were opened July 12 in New York.

Savoy Shoe Wins Award On Women's Oxfords

Savoy Shoe Co., Inc., Elizabethtown, Fa., has been awarded contract on QM-30-280-51-1269, covering 10,-008 pairs of women's low quarter shoes, cafe brown. Bid price was not announced.

OPEN NAVY BIDS

Howard & Foster, Inc., Brockton, Mass., was low bidder last week at opening of Navy Invitation No. 8994 covering 4,960 pairs of white leather oxfords with pyroplexin toes. The Brockton firm offered to supply total pairage at \$6.17 per pair. There were eight bidders in all.

Other low bids were as follows: Craddock-Terry Shoe Corp., Lynchburg, Va., all at \$6.39, five days acceptance, one-tenth of one percent in 30 days; A. S. Kreider Sons Co., Palmyra, Pa., all at \$6.77, 10 days acceptance, one-tenth of one percent in 20 days; The John Foote Shoe Co., Brockton, Mass., all at \$6.99, 10 days acceptance, net.

OPEN LACING BIDS

There were six bidders at the opening of Army Invitation QM-30-280-51-1353 calling for three items of leather lacing: 1) 3,100 spools, black; 2) 4,000 spools, medium brown; and 3) 5,000 spools, natural.

American Stay Co., East Boston, Mass.: 1) \$3.749; 2) \$3.749; 3) \$3.749

Commonwealth Shoe & Leather Co., Whitman, Mass.; 1) \$3.765; 2) \$3.765; 3) \$3.765.

Ouimet Stay & Leather Co., Brockton, Mass.; 1) \$3.70; 2) \$3.70; 3) \$3.70.

Connecticut Leather Co., Hartford, Conn.; 1) \$3.69; 2) \$3.73; 3) \$3.90.

Weir Bros., N. Y. C.; item 3 only at \$3.82.

Haley Cate Co. Inc., Everett, Mass.; 1) \$3.765; 2) \$3.765; 3) \$3.745.

OPEN SLIPPER BIDS

Livingston Bros., New York slipper manufacturer, was low bidder last week at opening of QM-30-280-51-1348 covering 84,000 pairs hospital slippers for the Army and 69,-216 pairs for the Navy. A total of 32 manufacturers turned in bids ranging from Livingston's low of 69 cents per pair to a high of \$1.64 per pair.

Livingston offered to make the entire quantity of 153,216 pairs at 69 cents per pair with delivery to various Army and Navy depots not later than Sept. 30.

Second lowest bid came from W. H. Gardner of Paterson, N. J., which bid on various pairages at 73-75 cents. H. H. Friedman of Paterson bid 76-80 cents on varying pairages while Johnson Shoes, Inc., of Manchester, N. H., offered to make the total quantity at 79 cents per pair.

12 Firms Bid On 53,952 Arctic Mittens

Twelve firms submitted bids on 53,952 pairs Arctic Mittens, small, medium and large size, both domestic and overseas pack as specified by Army Invitation QM 11-009-51-1773.

The three low bidders and their bids included:

Steinberg Bros., New York City: Bidding on total quantity of 33,600 pr. (all sizes)—Item 1a—\$3.83; Item 1b—\$3.86.

Illinois Glove Co., Champaign, Illinois: Item 1a—384 pr. @ \$4.82, \$4.67, \$4.67; Item 1b—384 pr. @ \$4.82, \$4.67, \$4.67. Fried Osterman Co., Milwaukee, Wis.: Item 1a—384 pr. @ \$4.705, \$4.74; Item 1b—384 pr. @ \$4.705, \$4.74;

Items 2a and 2b found the following low bidders:

Steinberg Bros.: Item 2a—17,196 pr. @ \$3.94; Item 2b—14,000 prs. @ \$3.97. Illinois Glove Co.: Item 1a—17,196 pr. @ \$4.94, \$4.79, \$4.79; Item 2b—17,196 pr. @ \$4.94, \$4.79, \$4.79.

Sanville Gloves, Inc., Johnstown, N. Y.: Item 2a-17,196 pr. @ \$4.85.

Fried Osterman Co.: Item 2a—17,196 pr. @ \$4.85, \$4.885; Item 2b—17,196 pr. @ \$4.85, \$4.885.

Item 3a and Item 3b found the following bidders low:

Steinberg Bros.: Item 3a-9;396 gr. @ \$4.055; Item 3b-\$4.085 (bidding on a total quantity of 33,600 prs., all sizes.

Illinois Glove Co.: Item 3a—9,396 pr. @ \$5.06, \$4.91, \$4.91; Item 3b—9,396 pr. @ \$5.06, \$4.91, \$4.91.

Deaths

Lewis F. Weber, Jr.

. 40, shoe machinery executive, died suddenly June 12 at his home in Marblehead, Mass. He was manager of the Lynn office of United Shoe Machinery Corp. A native of Frankfurt, Germany, he was brought to the U. S. at the outbreak of World War I and was educated in California. He joined United in 1932 and worked for various branch offices before becoming assistant manager at Worcester and Lynn prior to his appointment as district manager of Lynn in Jan. of this year. He was active in church af-Survivors include his wife, Katherine; three sons, Stephen L., John F., and Roger L.; his mother, Mrs. Lewis F. Weber of Berkeley, Cal.; and two sisters, Mrs. Philip Wisser and Mrs. Richard Ludeman.

Joseph B. Hammond

... retired leather dealer, died June 17 at his home in Swampscott, Mass. He was formerly associated with U. S. Leather Co., and more recently ran his own business before retiring several years ago. Well-known throughout the New England trade, Hammond was a veteran of World War I and a member of the American Legion. He leaves a brother, Frank; and two sisters, Mrs. Clarence Stone and Mrs. William Mitchell.

James G. Hurley

... 57, chemical company superintendent, died June 10 at Alexian Bros. Hospital, Elizabeth, N. J. He was superintendent of American Cyanamid Co.'s plant at Linden, N. J., at the time of his death and had been with the firm for the past 35 years. He leaves his wife, Jeannette P.; three daughters, Mrs. Robert B. Gigl, Mrs. Edward Merkel, and Mrs. Raymond Carvalho; two sons, Edward T. and Raymond A.; and six grandchildren.

Harvey M. Johnson

. . . 63, tanning executive, died recently at his home in Red Wing, Minn. He was treasurer of S. B. Foot Tanning Co. of Red Wing and had been associated with the firm for the past 40 years.

David C. Scott

... 66, internationally-known rubber and textile testing authority, died recently in Roger Williams General Hospital, Providence, R. I. He held many basic patents on testing of these raw and manufactured materials and had published several books on the subject. He was president of Scott Testers, Inc. of Providence. Scott was a charter member of the American Society for Testing Materials and a member of the American Chemical Society since 1918. He was a well-knoyn yachtsman and active in sporting affairs.

L. B. Tendick

... 60, shoe executive, died June 6 at Milwaukee, Wisconsin. He was president of the Tendick Shoe Mfg. Co. and had been in business in Milwaukee since 1897. He was a life member of the Masons, and a very prominent layman official in the Lutheran faith. Surviving are his widow, E. Marion Tendick, two sons, Owen and Leonard; two daughters, Mrs. Alvilde Isleb and Mrs. Marion Westphal; his mother, Mrs. Margaret Tendick, a brother, Rev. Armin and a sister, Norma.





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PORT ALLEGANY, PENNSYLVANIA





SALES ON LEATHER MARKET CONTINUE TO DISAPPOINT

Shoe Manufacturers Hold Off Buying Until July Vacations Ended

All types of leather slower this week. Even side upper leathers find little business. Sole fair. Calf still in doldrums. Sheep moderate.

Sole Leather Spotty

Sole leather tanners in Boston report spotty sales situation this week. No real zip to market despite fair demand for both light and medium bends. Former are always wanted but limited in supply. Heavies the real problem today with only military orders taking up some of the slack.

Continued threat of limited leather supply, particularly when fall buying begins in carnest, has little effect on interest. Shoe manufacturers buy only for need or when they think they have found an attractive price. Most sole tanners hold close to ceilings but a few are willing to sell a lot here and there at slightly shaded prices.

Prices quoted generally in same brackets holding for past couple of months. This means light bends are sold at \$1.03 and down, mediums, in better supply, and \$1.02 and down, heavies around 84-85c when they do

Cut soles still big problem with not too many around and cutters claiming they cannot sell at new ceilings under CPR 22. Widespread movement among cutters to have effective date of July 2 postponed further until OPS can write interim or tailored order. No word on this as

Sole leather tanners of Philadelphia report findings quite slow, but some do what they consider a satisfactory business. Bellies and factory bends are moving. Sole leather business is not too bad in relation to the rest of the leather market but many tanners consider the present situation not really healthy. Expectancy of further government action, shortages, and now the vacation period. combine to make tanners not too happy about the outlook.

Sole Offal Easier

Sole leather offal in Boston moves at somewhat reduced prices this week as tanners and dealers attempt to keep stocks moving. This is particularly true in bellies and single

shoulders. Only double rough shoulders appear able to hold anywhere near volume at steady prices.

Steer bellies which were selling at 64-66c in recent weeks now move only at 63c with a few sales made at 64c. Tanners say they can move cow bellies fairly well but prices are now pegged around 58c. Until tanners eased on cow prices, this selection was particularly draggy.

Single shoulders with heads on still quoted around middle 80's for lights but tendency is to move lower. Only double rough shoulders appear to hold firmly at around \$1.00 with demand still good. Heads and shanks varied.

Calf Quiet

More interest reported on calf leather market this week, particularly on women's weights. These have been great disappointment until now but tanners now hopeful shoe manufacturers will enter market again. Reports that manufacturers were forsaking calf for kips and even extremes as in the last war have been highly disturbing.

Sales still concentrated on men's weights in better grades. Business at lesser grades is slow. On the whole. sales volume not much improved as

Prices remain listed as before at \$1.35 and down for better grade men's weights, \$1.25 and down for women's weights, and \$1.35 and down for suede.

Sheep Constant

Sheep leather tanners in Boston continue to find a steady amount of business although volume is far from startling. Regardless, many sheep tanners report dollar volume above last year over past two-three months. Most tanners have no real complaint on sales in this period. Dollar volume is at least twice as great as last year while unit sales are at least on par.

Rawstock supply still the big irritant. Very little coming from overseas and domestic supply is tight, particularly on better grade pickled skins. Tanners have to scramble to get needed skins and those dependent upon foreign supplies are operating tanneries on greatly curtailed schedule. Little can be done to relieve this situation at present.

Russet linings best seller as usual. Shoe linings bring 25-26c in fair volume while boot linings less active with 26-30c paid for heavy boot linings. Best specialty linings wanted and bring up to 34c. Chrome continues to find sales at 36c and down while colored vegetable linings are only fair at 33c and down. Hat sweat still moving well at 30-34c.

Sides Draggy

Business on side leather market continues draggy. Tanners find that many buyers who were extremely active during early May are now largely absent from market. As a result, sales are spotty and mainly for need. Tanners now selling what they can, sometimes at lower prices just to keep inventories moving, and hoping late July or early Aug. will find new business.

Prices continue varied according to individual tanners' ceilings and what they are willing to do with them. Many tanners not too anxious to sell leather now, fearing that supply will be extremely limited in fall. Reduced slaughter is one reason for this feeling. A rush of buyers in fall, they feel, could quickly exhaust available supplies.

Splits Spotty

Splits sales on Boston market continue at sale spotty pace. Best interest and sales in both light and heavy suede splits. Heavy suedes most wanted with black heavy suede splits bringing 49c and down.

Linings still priced between 20-30c with fairly good volume moving in 24-28c bracket. Above this, sales not too active. Work shoe continues to find interest. Beyond this, not much doing.

Belting Leathers Slow

Belting leather tanners of Philadelphia find business still bad. Some heavy weights have been sold but there is more demand for the lighter weights. Shoulders still move. It is expected that the slow period will continue throughout July since many industries close for vacations some time during that month.

Many tanners expect a pick-up in Aug. However, it is felt that late summer will be the time when there will be a real scarcity. Tanners have been managing by staggering their

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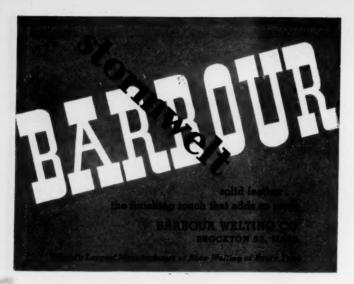
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work and limiting their offerings, some still feel that when the demand picks up they won't be able to meet it. Actual prices unavailable.

Curriers report that business is pretty much the same as last week. Some sales made, mainly in the lighter weights, but few heavies. Prices remain unchanged. Curriers are getting their prices, with a very few exceptions in the heavier weights.

AVERAGE CURRIED BELTING PRICE CURRENT IN PHILADELPHIA

Curried Beiting Best Selec. No. 2 No. 3 Butt bends ... 1.65-1.70 1.60-1.66 1.55-1.60 1.72 centers ... 1.98-2.03 1.85-1.95 1.68-1.55 24"-28" centers ... 1.90-1.96 1.84-1.88 1.70-1.79 30" centers ... 1.84-1.92 1.79-1.85 1.73-1.77 Wide sides ... 1.55-1.62 1.51-1.58 1.44-1.64 Narrow sides ... 1.45-1.55 1.39-1.51 1.33-1.49 Additional premiums ex. heavy 10c; light 7c; ex. light 14c.

Glove Leathers Better

Slightly better feeling in this market. Although very few orders have been placed, buyers have been looking over glove lines and laying plans for Fall operations. Price is still a retarding factor.

Pigskin seems to be the most popular leather. Production is small and the back-log of raw stock is the lowest in years. Distinct shortage of this leather shaping up. Prices quoted from \$1.00 down.

Demand for men's grey suedes has revived to some extent. Domestic type brings 42c for best grade. Other grades quoted at 32c and 28c. Imported suedes quoted from 60c up. Here again, supplies are extremely limited with a definite shortage in prospect for Fall trade.

Very little call for light weight leathers. No improvement expected for at least another month.

Kid Same

Kid leather tanners of Philadelphia report business about the same. Shoe manufacturers due for vacation close-ups during the next month, but activity should start up in Aug. Manufacturers still overstocked from their heavy buying at the beginning of the year. Most tanners hope for improvement in sales soon.

Suede and glazed show no change —black remains most popular. Linings continue fairly slow. While sheepskin is not the competition it was, some manufacturers are considering capeskin for cheap linings. However, there is still a good chance that kid will be used more than it has in the past.

Slipper still dull. Slipper manufacturers just aren't buying as they usually do this time of the year. They

REOLE CO, ALLSTON, MASS

are not getting inquiries about slippers, and are not making inquiries about skins. It is obvious that the season will be late this year. Nothing reported on satin mats or crushed. All price lists remain unchanged.

Average Prices

Suede 40c-95c Glazed 40c-\$1.25 Linings 30c-60c Slipper 40c-75c Satin mats 69c-\$1.20 Crushed 45c-80c

TANNING MATERIALS

Rose	Tannin	. Mai	toriale

Divi Divi, shipment, bags	\$110.00
Wattle bark, ton	
"Fair Average" \$98.00-	
'Merchantable' \$93.00-	\$ 95.00
Sumac, 28% leaf	\$165.00
Ground	\$160.00
Myrobalans, J. 1s	-861.00
Crushed \$84.00-\$86.00, J. 2's \$52.00	-\$55.00
R. 1s	-\$62.00
Valonia Cups, 30-32% guaranteed \$71.00	-\$73.00
Valonia Beards	\$90.00
Mangrove Bark, 30% So. Am	\$60.00
Tanning Extracts	
Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.00
Barrels, c.l	4.75
Barrels, l.c.l.	. 5.10
Chestnut Extract, Powdered (basis	
60% tannin), f.o.b. plant	
Bags, c.l	. 10.32
Bags, 1.c.1	. 11.02
Cutch, solid Borneo, 55% tannin,	
plus duty	0714
Gambier Extract, 25% tannin,	
bbls	.12
Hemlock extract, 25% tannin, tk. cars.	
f.o.b. works	.0525
Bbls., c.l	.05 %
Oak bark extract, 25% tannin, ib.	
pbls. 614-634, tks	.0614
Quebracho extract	
duentacio carract	

Solid, ord., basis 63% tannin, c.l. plus duty

Liquid, basis 35% tannin, bbis,
Ground extract
Wattle bark, extract, solid (plus duty) .10
Powdered super spruce, bags, c.i.
.05 ¼ ; l.c.l
Spruce extract, tks., f.o.b. wks01
Powdered valonia extract, 63% tannin 10
Tanners' Oils
Castor oil No. 1 C.P. drs. l.c.l38
Sulphonated castor oil, 75%
Cod Oil, Nfld., loose basis 1.50
Cod, sulphonated, pure 25% moisture 17
Cod, sulphonated, 25% added mineral 16
Cod. sulphonated, 50% added mineral 15
Linseed oil tks., c.l. zone 1
drums, 1.c.l
drums, l.c.l
Neatsfoot, 30° C.T
Neatsfoot, 40° C.T
Neatsfoot, prime drums, c.l
Neatsfoot, sulphonated, 75%
Olive, denatured, drs. gal 2.75
Waterless Moellon
Artificial Moellon, 25% moisture18
Chamois Moellon
Common degras
Neutral degras
Sulphonated Tallow, 75%
Sulphonated Tallow, 50%
Sponging compound
Split oil
Sulphonated sperm, 25% water20
Petroleum Oils, 200 seconds visc., tks.,
f.o.b
Petroleum Olls, 150 seconds visc., tks.,
f.o.b
Petroleum Olis, 100 seconds visc., tks.,
f.o.b

Solid. clar., basis 64% tannin, c.l.11

WOOD HEEL GROUP

(Continued from Page 29)

their materials had gone up substanstantially except in some instances for blocks which were frozen under the GCPR before prices were increased. They said other materials frequently were received against orders several months old so that prices of these materials kept creeping up after the freeze.

The meeting was conducted by

Bernard Topkis, deputy head of the Miscellaneous Wood Products Sec-tion. Other OPS officials present were: Norman O. Cruver, chief, Lumber and Wood Products Branch: Leonard Perez, head of the Miscellaneous Wood Products Section: Dante Galotta and Stanley M. Levy. counsels; David White, economist, and Walter R. Moulton, Office of Advisory Committees.

Members of the committee, all present, are: W. B. Allen, vice pres. Fred W. Mears Heel Co., Lawrence, Mass.; Earl Ashworth, president Universal Heel Co., Lowell, Mass.; Max Gold-blatt, New York Progresive Wood Heel Co., Brooklyn, N. Y.; Saul J. Karelis, M. Karelis Wood Heel Co., Haverhill, Mass.; E. V. Nelson, vice pres. Vulcan Corp., Johnson City, New York: Robert E. Matthews, pres.-treas. Matthews Heel Covering Co., Milwaukee 12, Wis.; G. J. Convy, pres.-treas. Convy Heel Covering Co., St. Louis 3, Mo.; Justin P. Quirk, pres. United Wood Heel Company, St. Louis 4, Mo.; Hugh U. Ewing, treas, National Heel Co., Inc., Haverhill, Mass.; Robert H. Goldbaum, treas. Russell Heel Company, Plaistow, N. H.; Burton L. Wilner, Wood Products Co., Norway, Me.

A sub-committee was appointed to confer with OPS officials on the draft of a tailored regulation. Members of the subcommittee are: Allen, Goldblatt, Nelson, Convy, Quirk and Gold-

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JULY CATTLEHIDE ALLOCATIONS WILL TOTAL ONLY 1,215,000

Smallest Allotment Yet Reflects Drastic Cut In Recent Slaughter

NPA allocation of cattlehides against July permits will be the smallest so far during the five-month period of government price and allocation controls. NPA announced late this week that cattlehide allocations for July permits will total 1,215,000 hides, or 60% of a month's total during the base period, which is 1950. This figure also represents 95% of the estimated available supply.

This reduction in hide allocations' reflects the drastic curtailment in slaughtering operations of recent weeks, and the subsequent cut in hide production. Most of the "Big Four" packers and the large Midwestern independent packers are contemplating waiting until the second week on July permits before making any allocations. This will enable them to compute production figures for the entire month of June.

entire month of June.

Hide trading on a "line-up" basis practically nil. Most tanners completed their "line-up" hide sales last

week, and are awaiting the issuance of July permits which become effective next Monday, June 25, and expire Saturday, July 7. Many are reluctant to do any more business in small packer hides for fear they may over-purchase and leave no opening

for any big packer hide allotments. With the sharp reduction in NPA allocations, there may already be some tanners who have overpurchased.

Trading last week involved just about all weight averages of small packer hides, and the volume was described as "very good." Light averages had no trouble in finding a buyer, as was the case with the better quality medium weights. Sales on an "on-the-cuff" basis were also reported on average weights in the low 60's,

QUOTATIONS

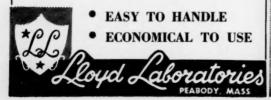
	P	resent	A	eek Age	Month Age	Y	ear Ago
Light native steers		361/2		361/2	361/2	26	-261/2
Heavy native steers		33		33	33	23 1	2-24
Ex. light native steers		39		39	39		30
Light native cows	36	-37	36	-37	36 -37	25	-261/2
Heavy native cows		34		3.4	34	25	-25 1/2
Native bulls		24		24	24	151	2-161/4
Heavy Texas steers		30		30	30		20
Light Texas steers		341/2		341/2	341/2		24
Ex. light Texas steers		37		37	37		27
Butt branded steers		30		30	30		20
Colorado steers		291/2		291/2	291/2		191/2
Branded cows		33		33	33	24	-241/2
Branded bulls		32		32	32	23	-23 1/2
Packer calfskins	70	-80	70	-80	771/2-80	621/	2-66
Packer kipskins	55	-60	55	-60	55 -60		50

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MARLOW FLESHING PUMPS

roughly around 60- to 65-lbs. averages. Anything over 65 lbs. generally were difficult to move. All sales made at ceiling levels under Table I, with some exceptions that brought Table II prices, depending whether they met Table II requirements, such as grade, selections, etc.

Despite all the talk among most trade sources, including tanners, that leather business has failed to show signs of "fall business improvement," all available offerings of hides somehow manage to find a buyer.

Skins

NPA announced allocations of 653,000 calfskins for July permits, or 80% of a month's total during the base period, and 178,000 kipskins, or 70% of the base period. This compares with approximately the same as those during June permits.

As noted in last report, there has been nothing done in either calfskins or kipskins in the small packer and country markets. Prices still quoted sharply lower at levels established in trading on July permits. However, no "on-the-cuff" trades have been noted since the close of July permits. Usually, business gets under way in both calfskins and kipskins about the 2nd week during the period of permit trading.

Small packer lightweight calfskins are quoted at 60c, compared with the ceiling of 72c, and heavyweights at 65c, compared with the ceiling of 72c. Country calfskins sold last at 40c, 15c off from the 55c ceiling.

Small packer kipskins are nominal at 44 to 45c, compared with the ceiling of 51c, and country kipskins are nominal at 37c, 8c from the ceiling.

Dry Sheepskins

Conditions unchanged as Fulton County buyers show very little interest in offerings at the present time.

At Sydney, Australia, wool sheep auctions, 33,000 skins were offered with 58's and up at 14-20 pence, 56/58's, 6-12 pence and 56's and down, 8-10 pence Australian currency lower. Local pullers showing very little interest in offerings at the moment as following earlier sales, they are waiting for markets to open up again. Reports from South America state quantities of pulling skins are accumulating and shippers are beginning to ask for bids. Cape market too high.

Hair sheep markets easier with reports that Cape glovers are weaker although shippers have not made any offers or indicated the new prices. Addis-ababa slaughterer skins also lower and 175 lbs. available at \$16 but buyers consider this still \$2-3 too high. Brazil cabrettas sold at \$14 per

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60 SOUTH STREET BOSTON, MASS. Tel. HAncock 6-8560-1-2 307 Seventh Ave. - New York, N. Y. - Tel. Algonquin 5-1450-1 "OUR FOREIGN AND DOMESTIC SOURCES ARE THE BEST" dozen fob. for regulars while a spot lot of regulars and specials, 50-50, offered at \$18. Interest mostly for the specials and salable at \$22 for heavy weights.

Relatively little call for shearlings although there was a report that some Montevideo "mouton" selection sold at prices about 25% under the peak levels reached in the first quarter of 1951. Relatively few offers of Capes as shippers claim to be well sold up.

Peruvian slats moving but sellers state that buyers are quite choosy in their selections and will only take on good lots. Understand some business done at \$4.80-5.60 per dozen, depending upon weights and assort-ment. There are various spot lots offered but buyers not showing much interest as quality not up to their specifications. Papra slats offered at \$10.25 per dozen for 1,000 lbs., but considered too high.

Reptiles Slack

Some interest developed during the week but this is either from buyers who have to fill a rush order or else picking up spot lots at prices which they consider attractive. In general, there is not much buying for stock replacement as not much of the finished end is being moved and tanners are slow in adding to their inventories.

Relatively few offers received from the primary markets. Most shippers realize the futility of trying to do business at this time and are holding back waiting for buyers to re-enter the raw stock markets. When bids are solicited, buyers say they will not do anything until firm offers are made.

India market fairly firm with bids of 70c for Madras bark tanned whips, 4 inches up, averaging 41/2 inches, 70/30 assortment; refused also 80c for a combined lot of whips, averaging 43/4 inches and 5 inches. Cobras, 41/2 inches up, averaging 5 inches, nominal at 42-44c.

Siam market holding steady as

shippers ask 19c for aers and 37c for chouyres, 80/20 assortment, averaging 6½ lbs., free from paste and starch. Some interest in Brazil back cut tejus but due to price differences of buyers and sellers, relatively few sales confirmed. Shippers asking 80c fob. for 20/60/20 assortment, refusing last trading basis of 75c fob, for shipment.

Deerskins Firm

Brazil "jack" market has firmed up as following sales at 91c ex-dock. business was done at 95c ex-dock. Although buyers have again reduced their ideas to the lower level, shippers at origin have advanced their asking prices to 90c fob., basis importers refusing 85c fob. Not many offers received.

Honduras deerskins available at 90c ex-dock while Nicaraguans have sold at 85c fob. New Zealand market weaker and nominally quoted at \$1.75 though not much interest evident. Siam deerskins have been active but following late sales at around 60c ex-dock, buyers have reduced their ideas slightly. Shippers not offering, claiming that sales to Japan and U.S. have placed them in a comfortable position. There is no interest in Siam elks with sizable offers in the market.

Pigskins Strong

Brazil peccary market has firmed up and shippers are now refusing bids of \$2.70 fob. for Manaos grevs and 10c less for blacks. Offers rather limited although some shippers indicate business possible at 10c more. Chaco carpinchos firmly held with reports that buying going on at origin at prices above views expressed by buyers here. Some quarters feel Europe has again re-entered the primary markets, accounting for the firmness of shippers. Bids of \$2.20 refused for Bolivian peccaries. 50% greys and 50% blacks, asking 10c more; also buyers bidding \$2.35 for greys alone.

Melville Sales Up 21.7% For 5 Months

Total net sales of Melville Shoe Corporation for the first five months of 1951 were \$33,960,452, an increase of 21.7 percent over sales of \$27,909,117 for the same period last year, according to Ward Melville, president.

Melville said sales figures published recently for the same period, \$26,-543,780, represented only retail sales of John Ward and Thom McAn stores, which were up 0.8 percent over last year. Additional sales of the J. F. McElwain Company, manufacturing division, were not included.

Bulk of the additional factory sales was to the military services. Military shoe sales for the five months totaled \$6,909,316 as against \$860,614 for the same period in 1950. The Melville president said that the company has a backlog of \$4,600,000 in service shoe contracts to be delivered soon.

The sales picture has been affected. Melville stated, by the fact that military mobilization, which usually causes a temporary decline in men's shoe sales at retail, was more than offset by direct sales to the services. Roughly the same number of men in and out of the military service continue to wear Thom McAn shoes, he

Shoe Last Committee Meets With OPS

Meeting yesterday in Washington, D. C., with the OPS, members of the Shoe Last Manufacturers' Association told pricing officials that "a tailored pricing regulation for our industry is urgently needed."

The committee favored a type reg-ulation like the old OPA-MPR-196 covering turned and shaped wood products which provided a formula percentage markup.

It also recommended that June. 1951, this month, be used as the base period to determine labor and material costs.

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News Quicks

About people and happenings coast to coast

New York

- Partnership of Max Perlstein and David Perlstein in Perlstein Bros., New York City sole leather and cut sole jobber, has been dissolved, it is reported.
- Sylvie Hamilton, shoe fashion consultant, has been appointed fashion consultant for the Foundation for Forty-Plus Living, Inc. The Foundation was organized last Dec. to help industry and individuals adjust to the shift of U. S. population toward older age brackets. The recent census found almost half the women in the U. S. are now 40 years old or older.
- Leo Stern, New York casuals executive, has joined Jaycee Footwear, Inc., of Hempstead. He was formerly associated with Garden State Shoe Co. of Paterson, N. J.
- Joseph Mednick, shoe designer, has joined the staff of Holiday Casuals, manufacturer of Honeybugs and Honeydebs. Mednick was a former member of Oomphies, Inc., staff.
- The Kid Leather Guild will hold a press luncheon on July 8 in New York City. Irving R. Glass, executive vice president of the Tanners' Council, and Charlene Osgood, Guild director, will be the speakers.
- Ben Shapiro, former part-owner of the now defunct Municipal Shoe Co. of Brooklyn, has formed Ben-Mark Leather Co., with headquarters at 101 Gold St.
- George R. Zust has been appointed field representative for the New York-Pennsylvania area for Tex-

- tile Specialties Division of Nopco Chemical Co., Bound Brook, N. J.
- Transamerican Hides, Inc., has moved its headquarters to 111 Broadway. The firm imports and exports hides and skins.

Missouri

- U. S. Leather Co. is discontinuing its St. Louis offices at 1221 Locust St. as of June 30, according to H. Uffman.
- Brown Shoe Co., St. Louis, has filed registration statement with the Securities and Exchange Commission covering \$11 million of sinking fund debentures, due July 1, 1971, and 224,187 additional shares of its common stock.
- The Houston plant of International Shoe Co. is reported back on a five-day week working schedule after curtailed operations over several weeks.
- Estate of Frank Huelsman, late vice president of Huelsman Shoe Co., has been valued at \$250,000 to be divided among four brothers and two sisters. Huelsman died April 14.
- Total estate of Mark A. Edison, late vice president and co-founder of Edison Bros. Shoe Stores, Inc., St. Louis shoe chain, has been evaluated at \$591,508. Edison died last March 2.
- James Schall has been appointed Indiana, Ohio and Pennsylvania sales representative for Mendle Box Wrap and Label Corp. He will service shoe manufacturers in the territory.

· Outlook for fall shoe business is "satisfactory," Edgar E. Rand, president of International Shoe Co., St. Louis, told 500 members of the firm's Progress Club at the organization's monthly dinner meeting last week. The Progress Club consists of International's supervisory employes. Rand pointed out that dollar sales are up and unit sales on a par with last year. Norfleet H. Rand was elected president of the Club and will serve until June 1952. Other officers named are J. E. Nelson, first vice president; E. S. Bland, second vice president; J. C. Onions, secretary; and W. R. May, treasurer.

Wisconsin

 Milwaukee Tanning Co. has purchased a site in Grafton where it will build a new building, which it expects to complete this fall.

California

- Pladium Shoe Mfg. Co. has been incorporated under California laws to manufacture footwear at 1410 S. Spence St., Los Angeles. Principals are George Finkelman and Lew Sherper.
- No dividend action was taken by the board of directors of Joyce, Inc., Pasadena, at the regular meeting held recently. Dividends paid for this fiscal year ending Aug. 31, 1951, total 22½ cents. The board reports present business improved and good prosjects for the near future.

New Hampshire

- H. O. Rondeau Shoe Co., Farmington, has resumed full production at its plant after operating on curtailed schedules for several weeks.
- Royce Shoe Co. is reopening its Claremont plant and will employ about 400 shoe workers. The company expects to resume full production shortly.

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BOSTON, MASSACHUSETTS

- · Merrimack Leather Co. announces the cement floor of its new tannery at Franklin has been completed and operations are expected to begin in four-five weeks, according to A. E. Jebb, head of the firm. The concrete block and timber building will have 11,000 sq. ft. of floor space and will employ from 50-75 workers.
- · An increase in New Hampshire's unemployment level has been largely due to seasonal layoffs in the shoe industry, according to the latest report released by Newell Brown, director of the Division of Employment Security, State Department of Labor.

Florida

Dan Shoe Co., Inc., has been organized to manufacture children's footwear in Miami. Principals are H. Danishew and S. Baumwald.

Missouri

• John Petrocy, well-known shoe executive, has left Carlisle Shoe Co. and joined Town & Country Shoes, Inc., of Sedalia.

Canada

Martin & Stewart B. C., Ltd., has opened a business as hide and leather dealer at 126 West Third Ave., Vancouver, B. C.

Minnesota

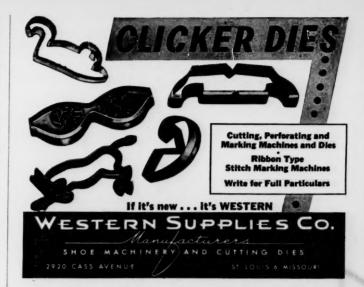
. E. H. Foot, chairman of the board of S. B. Foot Tanning Co., Red Wing, recently sailed on the U.S.S. Stockholm for a two months' trip through Sweden. He was accompanied by his wife

New Jersey

· Damage caused by fire at the South Kearney plant of Whittaker, Clark & Daniels, Inc., "The Tale House," New York City manufacturer, importer and exporter of minerals, colors and pigments, has been completely repaired. The company is once again able to supply samples and catalogues to manufacturers.

Massachusetts

- · Harry Hansen has been appointed Boston manager of The American Dyewood Co., which has closed down its Boston office and opened new offices at Danvers. Hansen succeeds George Stevens, who has retired, although he will continue to service several of his customers.
- · Saul Shain has retired as president of Maranne Shoe Co., Inc., Ha-



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verhill. Philip Blackman is president and vice president: Arthur DeMarais is treasurer and Maurice Blackman is assistant treasurer.

· Green & Nolan, Inc., Peabody sheepskin tanner, is reported in process of liquidation.

· Reginald G. Scott, formerly associated with Joyce Shoe Co. in Haverhill, has joined Jean's, Inc., also of Haverhill, as sales manager.

· Ko-Bo Leather Co., Boston, has changed its name to Ko-Bo Leather

· George Garvey has joined Hartman Shoe Co., Haverhill. He was formerly superintendent of Stillman Shoe Co. in Lawrence.

• Hans J. Kroto, executive vice president of Cambridge Rubber Co., Cambridge, has left for a twomonth tour of European shoe factories. He will visit plants in France, Switzerland, Austria, Germany and Italy.

· Local shoe manufacturers in the Haverhill area are anticipating a good fall run after the July 4th vacation period. White shoe orders are being filled rapidly to make way for a busy fall season. Ornsteen Shoe Co. reports fall orders on hand already and has been advertising for additional workers, while Jean's, Inc., is getting under way on its fall run.

· Knipe Bros., Inc., Ward Hill, is reported looking for stitching room operators. The firm is busy on both military and civilian orders and has had difficulty in finding enough stitching room operators since so many contract stitchers are already running at capacity on government orders

· Kelley & Sweeney Leather Co., Boston, has been named New England sales representative for O'Sullivan Rubber Co.'s complete line of rubber heels and soles.

· Harold V. Daniels, research director of International Shoe Machine Corp., Cambridge, has recently returned from a trip to leading shoe centers in England, Germany, France and Belgium, where he reports considerable technical improvements. He was accompanied on the trip by Peter De Pesa, director and technical expert of International.

· United Shoe Machinery Corp. has offered employes an additional three cents hourly pay increase at its Beverly plant, effective May 25. The company and union recently agreed on a six cents increase effective on the same date. The union originally sought a full nine cents increase. The offer is dependent upon approval by the Wage Stabilization Board.

· Natmar, Inc., has been incorporated to manufacture footwear and shoe fixtures for orthopedic shoes. Temporary address is 10 Post Office Square, Boston. Nathan M. Rosenthal is president.

· Abraham R. Sogoloff, trading as Hanson Leather Finishing Co. in Peabody, has filed a voluntary petition in bankruptcy, it is reported.

 Joseph Kaplan, president of Colonial Tanning Co., Inc., Boston, is presently visiting the Union of South Africa on a combined business and pleasure trip. He is accompanied by his wife.

• Field & Flint Shoe Co., Brockton, recently completed the largest pair of boots ever made in Brockton for actual wearing. The size 28 boots were made for Johann K. Petursson, an eight-foot, eight-inch giant, native of Iceland, who travels with a carnival and bills himself as "tallest man in the world."

• The New England Shoe Foremen's and Superintendents' Association held its regular meeting of the board on Saturday, June 23, at



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- Liquidation sale at auction of machinery and equipment of Elco Shoes,
 Inc., was held June 19 at 10:00 a.m. on the premises at 791 Tremont St., Boston.
- Auction sale of shoe machinery belonging to the former P & G Shoe
 Co. was held June 14 at 113 Essex
 St., Haverhill.
- Administrator's sale at public auction of shoe repair machinery from the estate of Harry Cooper was held June 12 at 44-A Union St., Everett.
- The Cohen-Joseph Leather Corp. of Boston has been incorporated in Massachusetts to engage in general leather tanning. Joseph H. Cohen, Jr., is president-treasurer.
- John T. Heald, formerly with Commonwealth Shoe and Leather Co. of Whitman, has joined The Stetson Shoe Co., Inc., South Weymouth, as assistant to president Stanley Heald.
- David R. Bair and Dunbar Bair have purchased the business of Jacob M. Zumer at Naperville, Ill., and are continuing to operate it under the name of The Jacob M. Zumer Co. Zumer will remain with the company which manufactures heads for bass drums, snare drums, tympani, tom-toms, banjos, etc.

"GAVEL AND GOOD LUCK, RAY"



Ray Kohn, left, sales manager of Wolff-Tober Shoe Manufacturing Co., and newly-elected president of the St. Louis Shoe Manufacturers Association, accepts the gavel of his office from his predecessor, Si Bland, manager of the southern division of Roberts, Johnson & Rand Shoe Co.

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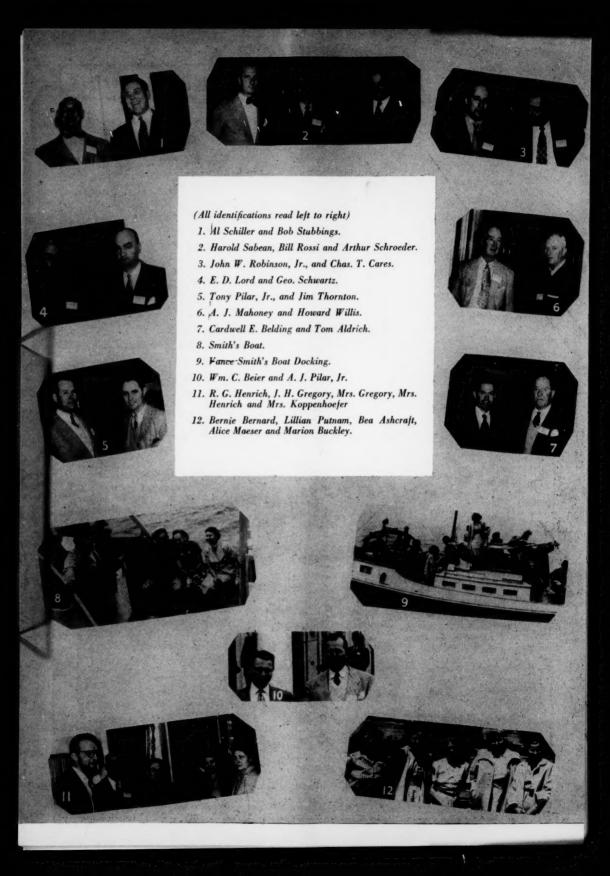
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NPA'S LEATHER PROGRAM

(Concluded from Page 12)

military shoes contemplated, approximating a million and a half pairs per month, could not be met through the normal market. As this order affected only about 20 percent of the military soles available, the sole leather for civilian use was not reduced to any great extent, if at all, and assured the military procurement agencies an adequate supply to carry out their schedules.

The most important regulation issued to date by this division provided for the allocation of domestic cattle hides, calf skins and kips. This allocation was inevitable. The requirements for the defense program were known to be such that 2½ million cattle hides would be absorbed as well as varying amounts of other hides and skins. If these quantities were deducted from the almost certain supply of hides and skins there would be no question that an interruption would occur in the production and distribution of civilian leathers.

Imports Uncertain

If we could be certain of making up our domestic deficit through sure imports of foreign hides and skins there might not be any reason for allocation. But, as you are well aware, we are dependent upon quantities of foreign raw stock and as the United States, under the Defense Production Act, has undertaken the stabilization of domestic prices, there has been a difference between our established prices and the uncontrolled markets abroad. We cannot, with any de-gree of certainty predict a steady flow of foreign hides and skins to the domestic market under this condition. One possible solution to ease this situation has been widely discussed in the industry. That is for the government to acquire and allocate foreign raw stock which of course would be decided by top officials of the government.

The next M order was the restriction of the use of vegetable tanning materials. Here again we are confronted with the problem of imports. Chestnut extract is the only vegetable tanning material used to any great extent that is domestically produced. While we have been told for the past twenty years that the available source of this material would be exhausted within ten or fifteen years, due to the blight, the latest report I have seen predicts enough chestnut remaining for ten to twelve years production. The decreasing number of producers and a look at actual production

figures, or rather capacity figures, indicates we are rapidly coming to an end of the chestnut stand.

The control of exports of quebracho and wattle extracts by the government of the producing countries might create a difficulty in the critical times. Upon a careful study and with a longrange program in view, it was thought advisable to conserve these materials.

Conservation as is thought of in government circles today is defined as standardization, simplification, and alternation.

If anyone had come to me a year ago and said he would like to standardize or simplify the process of tanning leather, I would probably have had the same thoughts running through my mind as some of you have at this moment. How to standardize or simplify that process is something we would all like very much to know.

Alternation might well come under the heading of substitution. This is an aspect that merits some serious thought. Most of us remember the occasion during World War II when, due to a shortage of oils and greases, we were compelled to use some material to replace stearine in the stuffing of certain leathers. We came up with hydrogenated fish oils which did answer the purpose.

At the present time there are some materials in critical shortage. Sulphuric acid is in short supply due to the sulphur situation as are some metals.

Will the tanner wake up some morning and find himself short of corn sugar because of additional amounts of corn products used in the increased refining of certain metals, or in the manufacture of explosives? This is only one example of what might happen. There are plenty that could be thought of.

The leather chemist is the man the industry will look to if and when such emergencies arise.

The fact that military schedules have been met without serious interruption in the manufacture of civilian requirements of leather products would indicate that restrictive measures taken to the present time, at least, have not had too drastic an impact on our industry.

What lies ahead of us no one can say, but there is no doubt in my mind that in the future the leather industry as a whole will respond to emergencies with the same efficiency and understanding as it has in the past.

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NATIONAL HIDE MEETING CANDIDS



(All identifications read left to right)

- All the third the state of the
- 2. Mr. Leslie Lyon, M. Lyon & Co., Kansas City, host to the NHA convention.
- 3. Will Smith, Finnegan Hide Co., Jacksonville, Texas; Gene Crousore, M. A. Delph Co., Indianapolis, Indiana; Claude Shannon, Finnegan Hide Co., Houston, Texas.
- 4. Mmes C. F. Becking, Chicago; Harry Goodman, Louisville; Leo Selya, Boston.
- 5. A. B. Reed, Joplin, Mo.; Dickson Stauffer, chief of leathers and fibers division, OPS.

- Berlin Furry, Jack Shiel, Merle Delph and Gene Crousore, all of M. A. Delph & Co.
- M. A. Delph & Co.

 7. General scene at the registration desk.

 8. (front row) Berlin Furry, M. A. Delph & Co., Indianapolis; Gene Crousore; Bert J. Mounts, E. W. Gruendler Co., Oklahoma City; Merle A. Delph and Jack Shiel, M. A. Delph Co., Indianapolis; (middle row) Earl Crow, Crow Packing Co., Pecos, Texas; W. H. Fielder, W. H. Fielder, Jr., and J. T. Baumgartner, all of Nortex Hide & Produce Co., Ft. Worth, Texas; Omer Dreiling, San Angelo By-Products Co.; (back row) Lester Roberts, Houston; Tom Champion, Brownsville; H. C. Arnold, San Antonio; Claude Shannon, Houston, Texas; Will Smith, Jacksonville; Walter Stockton, Houston, all of Finnegan Hide Co.
- 9. Edw. R. May, G. H. Elliott & Co., Chicago, Ill.; Floyd Harvey, Oklahoma Packers Hide Co.; Frank Pilchard, Consolidated Packers Hide Co., Ft. Worth; Geo. H. Elliott, G. H. Elliott & Co., Chicago.

PROGRESS REPORT

(Continued from Page 11)

technical activities with enthusiasm such that the obtaining of the cooperative work which is necessary has never been a task. On the other hand, in my association with the organization, I can recall no single instance of any member having asked to serve on the technical committees which we have in existence. Our membership has come rather by solicitation and request. I should like to ask you to give this point careful consideration, to review our present list of committees and to determine for yourselves whether you can help for I feel, through mutual participation in this type of activity, our industry, as well as our science, is materially assisted. Our present committees are headed by the most able men of our organization but too much of the work has been confined to too few.

Hide Powder Problems

I call attention, at this time, to the very important problem of the Hide Powder Group and the matter of sustaining, in the face of present conditions, a continued supply of the basic commodity - standard hide powder. I call attention to the activity of the Physical Testing Group, who, at present, are re-writing and re-editing all of our physical test methods on which so much work has been done in recent years. I also call attention to the new Committee which has been formed on Leather Finishes for the purpose of supplying standard techniques of analyses for this important group of commodi-

The Association, through your Council, has also elected to participate in the International Union of Leather Chemists which was formed in Europe. We have participated in this activity because we felt it was an obligation to further technical progress of the industry. We are not convinced that because of the distances involved that we can be of assistance and that such participation can be helpful. We are, however, continuing in this preliminary stake until a more intelligible decision can be made in this matter.

At the November meeting of Council, resolutions were passed and spread upon the minutes commemorating the services of Ade Winheim and Ted Oberlander, both

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Valonia Extract, Valex Brand
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past Presidents. Because of the unusual circumstances surrounding Mr. Winheim's death and because he was foremost in bringing to our Association modern approaches to the operation of technical societies, Council felt that some additional commemoration should be taken. The Winheim Award was established, as a result of Council action, to be given biennially to the student who presents the best paper in the field of leather chemistry. The first award of the Winheim Medal will appropriately be made later in this meeting.

400 LEATHER CHEMISTS

(Continued from Page 10)

Of the 22 papers read, 19 dealt with strictly leather chemistry and highly technological matters, while only three—those of H. G. Turley ("The Leather Chemist of 1951"), Kenneth Bell ("The Leather Chemist Analyzes His Industry"), and E. R. Lobaugh ("The Functions of the Leather Division of the National Production Authority")—dealt with the leather industry as a whole.

The frequently heard comments concerned the fact that more papers of a non-technical nature should be presented. As one chemist pointed out, "We expect to read all the technical papers eventually in the Journal of the ALCA, anyhow, so that there is a repetition of what we hear at these annual meetings, and what we will read later in the Journal."

Another typical comment: "What is happening to the leather industry in broader terms—in the problems of prices, marketing, regulations, etc.—are of vital importance and interest to the leather chemist. More addresses of a non-technical nature would contribute much to our information and create a better balanced program for our annual meeting."

Ladies Turn Out

The meeting was attended by the largest number of women—114—ever recorded at an ALCA convention. A detailed program had been pre-arranged to keep the ladies active over the three days.

Kenneth Bell, vice-president and technical director of A. C. Lawrence Co., delivered what proved to be a highly inspiring talk, "The Leather Chemist Analyzes His Industry." He strongly countered the prevailing "pessimism" concerning leather, pointing out various opportunities and potentials to exploit new markets

for leather. He emphasized the need for stronger merchandising efforts through promotion, educational programs and marketing studies. Bell deplored the fact that leather was a one-market industry, with footwear consuming 85 percent of all leather manufactured. He urged the study of new markets to create less dependency and greater security through market balance.

Robert Koppenhoefer, ALCA president, in his address which opened the annual meeting, reviewed the growth of ALCA over the last ten years. Present membership of 957 is virtually double that of 1941, with current representation in 47 states and 27 foreign countries.

The meeting closed on the evening of the third day with a banquet attended by approximately two-thirds of the visitors.

The 1952 meeting of the ALCA is scheduled for the Ocean House, Swampscott, Mass., a large seaboard resort.

SIDELIGHTS

Call it a coincidence or something, but when the leather chemists arrived at Groton to open the three-day meeting, an earthquake in the area was recorded by numerous seismographs. Scientists attributed the quake to a settling of the earth caused by an accumulation of ice dating back 25,000 years to the lee Age. The leather chemists likely contributed a mite to the thawing-out process.

Spurning travel by rail, air or car, Mr. and Mrs. Vance Smith of Salem Oil & Grease Co., made the trip from Marblehead, Mass., to Groton via their motor launch, making it in 15 hours. Mr. and Mrs. Joseph Norton of Eastern Industrial Oil Co., also came up to Groton from Marblehead in their motor launch. Docked alongside The Griswold, both launches held open house during their three-day stay. Carl Good of Good Bros. Leather Co., made the trip up from Newark via sailboat.

Jim Barron of American Extract Co. distributed a handsome leather key case to all male registrants of the ALCA meeting. John Teas of Teas Extract, as customary, contributed two new golf balls to each participant of the tournament. Al Schiller put on a sales drive for lucky chances on a set of nine matched golf irons. Winner was George Plumer. Al has lost none of his vigorous business acumen that is still fresh in the minds of ALCA members as being largely responsible for putting the Association on

its business feet. He took over the business managership in 1934, when the Association had a membership of only 221 and assets of only \$1,500. Under his direction the membership grew rapidly, reached 481 by 1940, with assets of over \$10,000. In 1939, he received the Alsop Award during his term as

GOLF TOURNAMENT WINNERS

Name	Score	Award
James Morrison J. Pfeiffer K. Garverick F. Chadwick Howard Lincoln Tom O'Mara W. Curtin D. E. Fish Wilkinson Peyra Harold Bernard Harold R. Miller Walter Buethe M. A. Buckley J. W. Robinson Robert Stallings Robt. Koppenhoefer Elmer Frodin Geo. W. Plumer G. Mossbaugh C. Pagen E. G. Railo J. J. Heffernan Tom Aldrich Ed. S. Flinn	Low gross, 81 Low net, 71 Low net open, 61 Second low gross, 83 Third low gross, 85 Fourth low gross, 86 Fifth low gross, 87 Low gross, guest, 81 Low net, guest, 74 """ Nearest pin on par 3 Second low net, 72 Third low net, 73 Fifth "" 73 Fifth "" 73 Sixth "" 73 Most sevens (8) Next low net, 74 """ 74 """ 74 """ 74 """ 74 """ 74 """ 74 """ 74 """ 74	Award Teas Memorial Cup P. F. Reilly Cup Cuthbert Memorial Cup Set English dinner plates Leather brief case Traveling bag Leather shaving kit Set English dinner plates Leather shaving kit Leather envelope Bronze book ends Electric shaver Pen and pencil set Leather manicure set "" Leather envelope Morocco billfold
J. S. Dean E. B. Thorstensen	74	Senior Cup







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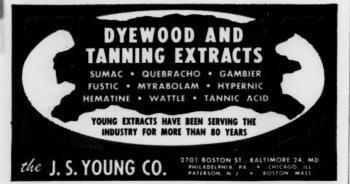
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business manager—the only layman ever to receive this award.

Everyone was delighted to see Mrs. Ade Winheim in such good health again. At the banquet, after awarding the Winheim Memorial Award to Dr. Tu, she thanked the members of ALCA for their many kindnesses to her since her accident last year when her husband was killed in a motor accident. Mrs. Winheim attended this year's ALCA meeting at the special invitation of president Robert Koppenhoefer.

For the first time, the banquet was held on the evening of the final day of the meeting, rather than on the previous evening. ALCA officials said this was an "experiment." It evidently proved satisfactory, as plans are now to con-tinue to hold the banquet on the final evening of the annual meet-

According to a variety of com-ment heard during the meeting, ALCA could well use a full-time paid executive director to coordinate all the various activities so that such important functions as press and publicity releases could be more systematized. Under the present set-up there is no "central clearing house" for these matters. It is understood that the Ways and Means Committee is now studying this matter.

Actual attendance was 496-382 members and guests, and 114 ladies. These ALCA meetings have shown a steady growth. At Shawnee. in 1939, attendance was 212; at French Lick Springs, last year, attendance was 325 registrants.

Numerous disturbed comments were heard concerning the recently released figures for March on sole leather-with fewer than 50 percent of footwear produced during that month having leather soles. It was the first time that sole leather has dipped below the 50-percent mark. Also under discussion is the experimental all-synthetic shoe now undergoing tests at Goodyear's shoe products division.

Winner of the putting contest for the women was Mrs. Joseph Kaltenbacher; her prize was an ice bucket. Mrs. Harold Miller copped first prize at canasta, winning a silver pitcher. And winner of the bridge contest was Mrs. V. Colby, receiving two wooden salad bowls as her prize.

OPS AND HIDES

(Concluded from Page 22)

well into December. The fireworks really started early in January 1951.

Shoe manufacturers from past experience were certain there would be an extreme shortage of leather so they bid against one another in order to build up a supply. Tanners likewise, when they thought there was practically no limit to what they could collect, kept bidding their sales against one another to keep up their supply of hides. Hides, being an extremely sensitive commodity, there seemed to be no limit as to what level of prices could be reached. OPS was forced to move, and move rapidly, in order to control the commodity which would be needed for military footwear and for essential civilian shoes. As a result, Ceiling Price Regulation No. 2 was issued on January 25, 1951.

Regulation Not Tailored

You will remember that the President issued a proclamation asking industry not to increase prices above levels which existed on December 19, 1950. OPS therefore selected the period of November as a basis for this pricing. Inasmuch as prompt action was necessary the original regulation was very brief and greatly condensed, and was not what we would call a tailored regulation, CPR 2, as written, caused inequities, and some packers and dealers were frozen at prices which were materially higher and others materially lower than their competitors. Immediately after this issuance OPS started working on its revision, and this revision as you all know, was issued on March 15th.

Before starting the revision we had an Industry Advisory Committee meeting which was considered unique as far as OPS practices are concerned, in that it included both buyers and sellers and all segments of the industry in one group. It was necessary for us to write this revised order in accordance with OPS standards which call for all orders to be written so that they will be fair and equitable to all branches of the industry. This Committee was composed of large packers, small packers, hide dealers, hide brokers, and hide buyers. Each segment of the industry of necessity had to be considered and, in my opinion, this Committee, composed of all segments affected by this revision, gave us much valuable advice as to how

an order of this type could be written to be fair to all branches of the industry.

The revision was well thought out and in our opinion it is a workable regulation. In a regulation as complicated as this, we are bound to make some mistakes. Some of the clauses were cleared by interpretation. We have kept careful record as to suggestions and inquiries being made for further interpretation. We are now planning a mild amendment, not affecting the basic form of the present regulation, but simply to correct some points which are not entirely clear

and other points where we find that we may have to some extent upset the usual practices of the industry.

It is our feeling that the Horsehide Industry could not be covered by a regulation such as the Bovine Industry. We are, therefore, working on a regulation to take care of the Horsehide problem. We feel that our Bovine Regulation meets the standards of OPS in that it is fair and equitable to the industry.

We in OPS will welcome visits from anyone in the industry whether it be packers, dealers, brokers, tanners or the users of our end product.



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(Continued from Page 21)

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Owen, Harold P., B. F. Goodrich Chem. Co. Panepinto, Frank W., Burk Bros.

Parker, W. M., Griess-Pfleger Tanning Co. Payan, Charles F., Duclos & Payan, Ltd. Payet, Jerome, Jacques Wolf & Co.

Peckham, Geo. T., Jr., Clinton Foods, Inc. Petersen, Elcanna, Geilich Tanning Co. Peterson, Wilbur J., Salem Oil and Grease Co.

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Pfeiffer, John W., Calco Chemical Pilar, Anthony J., Sr., A. J. and J. O. Pilar Pilar, Anthony J., Jr., A. J. and J. O. Pilar Plambeck, Peter D.

Plaw, Robert A., Stahl Finish Co. Ltd. (Canada)

Plumer, George W., Arkansas Co. Plumer, John E., Plumer Leather Finishing Co.

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Porter, Ralph E., E. F. Drew Co.
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Presley, Elwood E., Eagle-Ottawa Leather

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Putnam, Robert C., United Shoe Machin-

Pulnam, Robert C., United Shoe Muchin-ery Corp.
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Quatsch, R. J., A. Davis & Son, Ltd.
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Railo, E. G., U. S. Testing Co.
Randall, Edwin B., Jr., Nat'l Bur. of Stds.
Redlich, Harry H., Michaud
Retzsch, Clinton E., Nopco Chemical Co.
Ritter, H. S., Socony Vacuum Oil Co., Inc.
Robinson, John W. L. Dupon, Robinson, John W., Jr., DuPont Roddy, William T., Tanners' Council Lab Rogers, Jerome S., Eastern Reg. Research Lab USDA

Roll, Bernard, Moench Tanning Co. Rose, Henry, Johnston Tan. Co. Hoser, Martin L., Herman Roser & Sons,

Inc. Rossi, William A., Leather and Shoes Rossi, William A., Leather and Shoes Rown, John J., Atlas Refining Ruedebush, R. A., United Shoe Mach. Corp. Rumpf, Elmer J., Leather and Shoes Rumpf, George E., Surpass Leather Co. Rutherford, Charles F., Thomas B. Harvey Leather Co.

Sabean, Harold C., Atlas Refinery, Inc. Salamatov, Andrew, Hiteman Leather Co. Sanchez, Pabloroiriquez, Calzado Sawtell, Edward Otis, Wallerstein Co., Inc. Sawtell, Edward Olis, Wallerstein Co., Inc. Saxe, Alexander, Saxe Cutch Corp. Schiller, B. A., Nopco Chemical Co. Schleich, Hans, Wallerstein Co., Inc. Schneider, C. G., Calgon, Inc. Schneiler, John P., Chicago Rawhide Mfg.

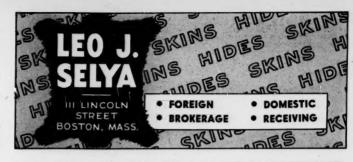
Schroeder, Arthur J., Jr., Atlas Refinery, Inc.

Schultz, G. Walter, Elkland Leather Co. Schwartz, George, Universal Tanning Co. Schweitzer, W. K., E. I. Dupont de Nemours & Co.

Seligsberger, Ludwig, Allied Kid Co., Spe cialty Div.

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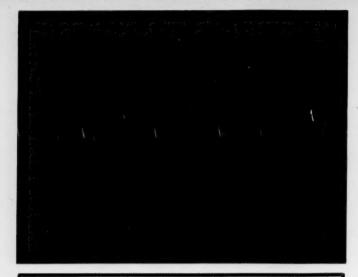
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Smith, Vance M., Salem Oil and Grease Co.

Soderberg, F. A., General Dyestuff Corp. Somer, George L., Armour & Co. Somerville, Ian C., Rohm and Haas Co. Stahl, Louis E., Stahl Finish Co. Stanbery, Gene W., Mead Corp. Stein, Ernest H., C. S. Hyman Leathers

Steiner, Edward T., Phila. Quartermaster Depot Steinhardt, Ralph T., Steinhardt Leather

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Strymish, Louis, Geilich Tanning Co.
Stubbings, Robert, Lehigh University
Stuewe, A. Howard, Nopco Chemical Co.
Stumpf, J. Herbert, Chemtan Company
Sutherland, Robert, A. C. Lawrence Lea.

Swedenborg, Loren A., The Raser Tanning Co.

Teas, John H., Teas Extract Co.
Tefft, William F., American Cyanamid Co.
Telander, Carl G., Armour and Co.
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Div. Van Sciver, Jack H., Shingle Leather Co. Vroman, Wm., International Shoe Co. Wagoner, H. F., Armour Leather Co. Waite, P. H., A. F. Gallun & Sons Corp. Walker, S. C., The Collis Leather Co., Ltd. Walker, W. C., Chas. Pfizer & Co., Inc. Weisbrot, Michael J., Newark Leather Finish Co.

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ucts, Inc. Zeissig, Frank, J. R. Evans Zeller, Edward, G. F. Zeller's Sons, Inc.

LEATHER MUST OPEN

(Continued from Page 16)

ommendations for group discussion will be made and if these stimulate group action our little paper will have accomplished its purpose.

Many industries have improved their status markedly in the last few years and as good technical men it should prove profitable to consider briefly how they have operated to solve problems which are similar to ours.

A quarter of a century ago the rubber industry was in the doldrums. Automobile tires dominated the scene and ruthless competition had driven prices and profits to unsatisfactory levels. While rubber was used in footwear, raincoats, and other articles, these uses were minor. The industry, recognizing its problem, organized and mitiated market and technical research. Rubber companies pooled their patents and exchanged information freely. New uses for rubber were suggested, thus foam rubber was developed and is widely used today in automobile, train and furniture upholstery, and in mattresses and pillows. Later, lastex fabrics were

developed through research and have attained universal acceptance in women's garments in the last few years. Rubber is widely employed as a cushioning and silencing material in automobiles, aeroplanes and equipment of all sorts, and today is even employed as a road surfacing medium. The rubber industry has developed a broad and expanding market for its products by its group, market and technical research.

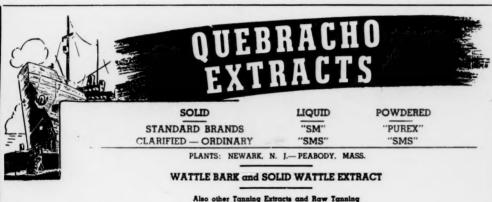
The paper industry was originally dependent on rags for raw material and produced a limited volume of high grade paper for books and letter writing. The calcium bisulphate digestion process for wdod chips was developed through research work. This resulted in a cheap, reproduc-able and almost unlimited supply of cellulose, which is sold not only to a tremendously expanded market for printing and writing papers but to totally new markets for wrapping paper, paper cups, plates, knives, forks, ice cream and other food cartons. It is also a raw material for rayon, which forced natural silk to the wall, and for sanitary goods, paper towels and other articles which have largely replaced textiles, used for such purposes.

The future of petroleum must have

seemed limited when the electric light began to replace the kerosene lamp. The development of the internal combustion engine changed that and, today, automobile, aeroplane, diesel locomotive and tractor engines consume quantities of gasoline which would have seemed fantastic forty years ago. Steam power on land and ship is largely produced from petroleum-fired boilers.

Not content with these, the petroleum companies established research departments which in the last thirty years have developed the dazzling array of chemicals available today from petroleum bases — synthetic rubber, toluol, alcohols, or whatever you may ask. Note that much of the equipment producing such materials is so designed that it can produce any one of a number of products which happen to be in demand and saleable at a profit.

The latest technologies have been used in location of new sources of petroleum on a world-wide basis. Although proved reserves insure adequate raw material for the foresee-able future, the industry has also sponsored development of synthetic hydrocarbon production from coal through utilization of high pressure and temperature techniques.



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Recently the technical world has been treated to a novel phenomenon -the marriage of unlike industries for the production of products new to both parties. Thus, Monsanto to both parties. Thus, Monsanto Chemical Co. and the American Viscose Co. have created a jointlyowned corporation-Chemistrand--to exploit the former's knowledge of plastics and the latter's of synthetic textile fiber production. The hope and expectation is that new fiber development will proceed faster than if either worked alone. American Petro Chemical Corp., formed by Firestone Tire and Rubber and Cities Service Co., plans to produce petroleum hydrocarbons at Lake Charles, Louisiana.

Summarizing the experience of the industries cited, we find they have:

1. Made products the public wanted—and hence saleable at 'a satisfactory profit.

2. Dramatized their achievements and the merits of their products to the public.

3. Widened their markets.

4. Rendered first-rate customer service.

5. Increased their supplies of raw material.

6. Sponsored joint ventures for mutual benefit.

While the leather industry has no analogous method of increasing its supply of raw material, it is believed that we can adopt or modify many of the techniques employed to advantage by other industries. We wish to throw open for discussion the following specific recommendations:

(1) An educational campaign on the properties of leather. In our experience, not only the general public but even salesmen and workers in the leather industry are inadequately informed on the properties of our products. We are certain that any other industry possessing a material with the strength, flexing life, unique three-dimensional fiber structure, dimensional stability, shock resistance, wind-breaking properties, plasticity range, in addition to the intangibles of feel and appearance, would proclaim its merits from the housetops. It is suggested that descriptive material be compiled by a committee of the American Leather Chemists Association and distributed through the press and in leaflet form by the Tanners' Council.

(2) Promote leathercraft-work. It is believed that it would prove a

profitable investment to provide every boy and girl scout troop in the United States with a leather working kit and make it easy for such troops to secure scrap leather necessary for craft work. If we can install a knowledge and love of leather in the minds of millions of youngsters in each new generation, we need not fear the future. We can be sure that some of these young people will develop new markets for leather. Similarly, stimulation of adult leather-craft classes should prove advantageous.

(3) Institute market research on new uses for leather and improved leathers and products to fully utilize the properties of our raw material to the best advantage. This work could be conducted by the Tanners' Council under the supervision of an

Industry Committee.

(4) Coordinate technical research. Great strides have been made in the past few years in increasing the quality and volume of research on leather. However, the market research program will undoubtedly disclose new fields for profitable research and development. An American Leather Chemist Association Committee could well serve the industry by attempting to secure even closer coordination of





St., East Boston wore these shoes in all kinds of weather for 5 months. "I'm hard on shoes", says Mr. Hafey, "Had these resoled but never had any trouble with wrinkled toe linings." Note in this untouched cut-away photograph how his shoe with its Celastic box toe retains tight toe linings although showing signs of hard wear.



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the work of government laboratories, Tanners' Council Research Laboratory, and Quartermaster program, university foundations and company

laboratories.

(5) If tanners utilize the results of such market and technical research programs they will progressively produce leathers tailored more and more closely to users' requirements and of steadily improved quality. We can increase industry profits-with the quantity of raw stock now in sightonly by delivering leathers of more uniform and improved quality carefully fitted to our customers' needs. We are too much used to taking a

byproduct and processing to a raw material, which we sell wholesale.

(6) Member companies of the industry should develop technical customer service. One reason competitive products have gained their hold is because of the quantity and quality of customer service accompanying their sale. We demand customer service from our suppliers—as evidenced by the presence here of so many competent technical men who have devoted their lives to service to the tanning industry. They do not work out entirely altruistically, however, to make profits for their principles. We should expect to improve

our position by following their example.

(7) Restudy utilization of our byproducts. We now sell potentially-valuable by-products for a song. Market and technical research-perhaps as a cooperative venture with members of the chemical industryshould further augment industry profits and service to its customers.

Our ancient industry has made tremendous technical strides in the last half century. The American Leather Chemists Association can well be proud of its record in promoting the study of our tremendously complicated raw material-collagen-and the multitudinous variables involved in converting it into leather. With such an excellent technical foundation established, it should be possible for the industry to progress at a geometric rate. Let us work together for common success and may our motto be that of Pasteur: "to strive, to seek, to find and not to yield."



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Coming Events

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June 24-27, 1951—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers Association, The Ambassador. Atlantic City, N. J.

July 22-25, 1951 — Baltimore Shoe Show, sponsored by the Baltimore Shoe Club. Lord Baltimore Hotel, Baltimore, Md.

July 29-Aug. 3, 1951—National Luggage and Leather Goods Show, sponsored by National Luggage and Leather Goods As-sociation. Hotel New Yorker, New York City.

Aug. 19-22, 1951 - Spring Showing of Allied Shoe Products and Style Exhibit for allied trades. Hotel Belmont-Plaza, New York City.

Aug. 21-22, 1951 — Official Opening of American Leathers for Spring and Sum-mer 1952. Sponsored by Tanners' Council of America. The Waldorf-Astoria, New York City.

Oct. 20, 1951-38th annual banquet of New York Shoe Superintendents' and Foremen's Association. Hotel St. George, Brooklyn, N. Y.

Oct. 25-26, 1951-Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago, Ill.

Oct. 29-Nov. 1, 1951 - National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels, Chicago.

Nov. 11-14, 1951—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Tex.

Nov. 25-29, 1951 - Popular Price Shoe Show of America for Spring and Summer 1952. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

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